



...the name you can BANK upon!



Share Department, Board & Coordination Division, HO Plot No.4 Sector 10, Dwarka,
New Delhi-110075 Tel No. : 011-28044857, E-mail: hosd@pnb.co.in

Scrip Code : PNB	Scrip Code : 532461
National Stock Exchange of India Limited "Exchange Plaza" Bandra – Kurla Complex, Bandra (E) Mumbai – 400 051	BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001

Date: 14.08.2024

Dear Sir(s),

Reg.: Schedule of Non-deal Roadshows/Analyst/Institutional Investor Meet

The Exchange is hereby informed that the Bank will be participating in Non-deal Roadshows for meeting prospective investors from 20th August, 2024 onwards.

Please note that dates are subject to change/reschedule due to exigencies on the part of investor(s)/Bank.

A copy of the Investor Presentation is enclosed. The same is also available on the website of the Bank at www.pnbindia.in.

No unpublished price sensitive information is proposed to be shared during the meetings(s). The Bank will be referring to publicly available document only for discussions during the aforementioned meet/call.

The above is submitted in compliance of SEBI LODR Regulations 2015.

Thanking you

Yours faithfully,

(Ekta Pasricha)
Company Secretary

Encl: As above



pnbindia.in

T: 011 28075000, 28045000

पंजाब नैशनल बैंक Punjab National Bank

प्रधान कार्यालय: प्लॉट सं. 4, सेक्टर-10, द्वारका, नई दिल्ली-110075

Head Office: Plot No. 4, Sector - 10, Dwarka, New Delhi 110075 India



पंजाब नैशनल बैंक
...भरोसे का प्रतीक !



punjab national bank
...the name you can BANK upon !

PNB-0215A/LOT NO.00/AUG23/OMSAI



Investor Roadshow Presentation

August'2024

ਪੰਜਾਬ ਨੈਸ਼ਨਲ ਬੈਂਕ
...भरोसे का प्रतीक !



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1

Punjab National Bank Overview

Second Largest Public Sector Bank in terms of Total Business and Deposits



About Punjab National Bank

- ✓ **India's first Swadeshi Bank**, founded in Lahore on May 19, 1894 by Shri Lala Lajpat Rai and commenced its operations on April 12, 1895
- ✓ Nationalized by GOI in July 1969 along with 13 other banks, PNB is now the **2nd largest PSU Bank** in India with a Business of INR 24.36 lakh Crores (Trillion)
- ✓ **73.15% stake** is owned by the Government of India
- ✓ Following the **amalgamation** with Oriental Bank of Commerce and United Bank of India effective from April 1st, 2020, Punjab National Bank (PNB) significantly expanded its geographical footprint, broadened its customer base, and substantially increased its asset base. Before the above amalgamation, Hindustan Commercial Bank, New Bank of India and Nedungadi Bank were merged with Punjab National Bank.
- ✓ PNB successfully raised INR 3,788 crore through a **Qualified Institutional Placement (QIP)** in December 2020, followed by an additional INR 1,800 crore raised in May 2021.
- ✓ PNB has wide presence across India with total **54,860 touch points** comprising of 10,150 domestic branches, 12,080 ATMs and 32,630 BCs.
- ✓ PNB has **2nd Largest Domestic Branch Network**
- ✓ Undergone Digital Transformation in 2022 and HR Transformation Project in 2023
- ✓ Achieving digital acceleration through **PNB One App** where the bank offers both digital and value-added services
- ✓ Dedicated team of **~1 lakh employees** proudly serves over 19 crore valued customers

Note: All the figures in this slide are based on standalone financials of the bank.
All data points are as of 30th June 2024

Punjab National Bank- Q1 FY'25 ended June'24

Global Business

INR 24.36 lakh Cr

↑ 10.03% YoY

Global Deposits

INR 14.08 lakh Cr

↑ 8.50% YoY

Global Advances

INR 10.28 lakh Cr

↑ 12.20% YoY

NII

INR 10,476 Cr

↑ 10.23% YoY

Operating Profit

INR 6,581 Cr

↑ 10.27% YoY

Net Profit

INR 3,252 Cr

↑ 159.00% YoY

GNPA | NNPA

4.98% | 0.60%

↓ 275 bps | 138 bps (YoY)

ROA

0.82%

↑ 48 bps YoY

ROE

16.82%

↑ 932 bps (YoY)

RAM Advances

INR 5.46 lakh Cr

↑ 13.03% YoY

CASA

INR 5.49 lakh Cr

↑ 3.44% YoY

CD Ratio

73.05%

↑ 341 bps YoY

CRAR | CET 1

15.79% | 10.95%

↑ 25 bps | 10 bps (YoY)

PCR (Inc. Two) %

95.90%

↑ 607 bps YoY

Slippage Ratio

0.76%

↓ 43 bps YoY

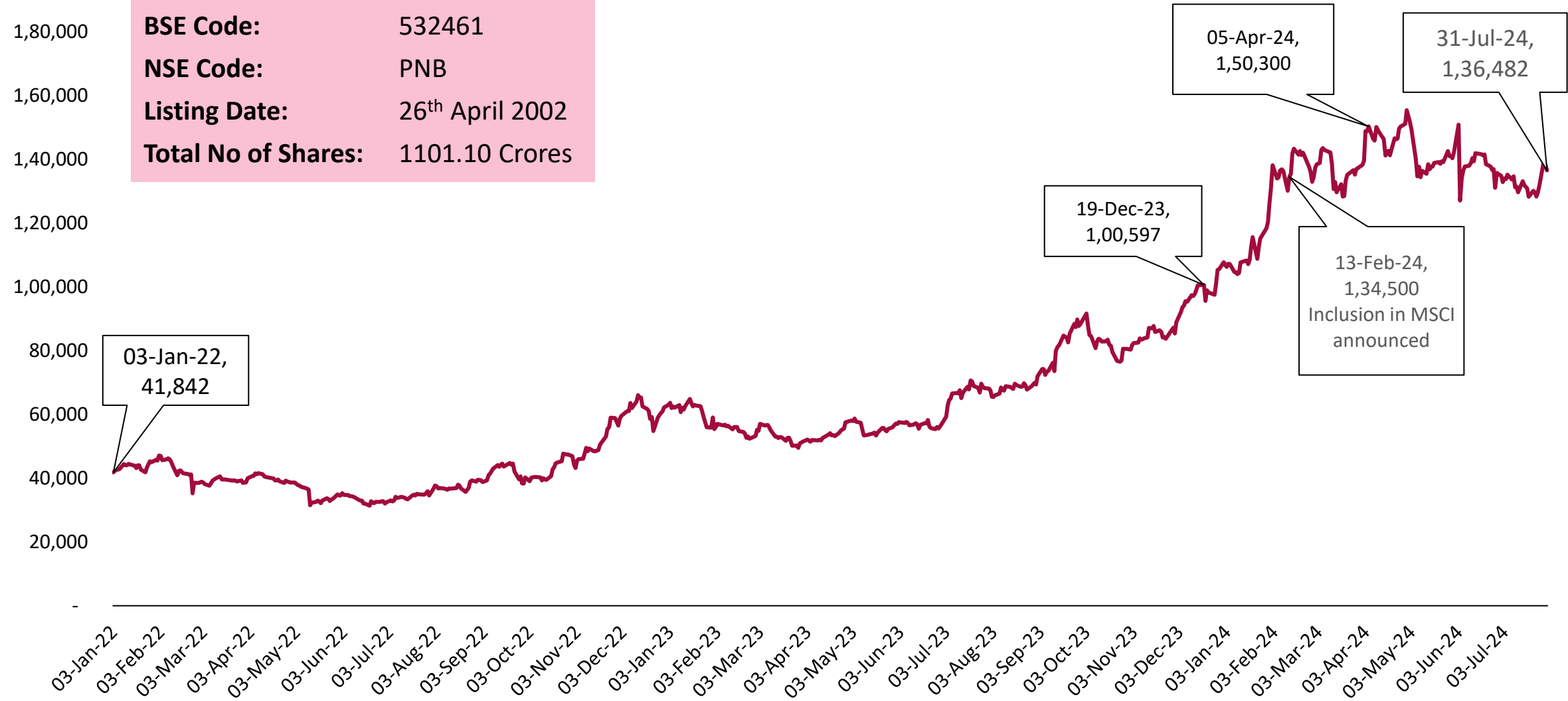
Note : ROA%, ROE% and Slippage Ratio –Q1 FY'25 numbers are annualised

Market Capitalization



Face Value :	INR 2
BSE Code:	532461
NSE Code:	PNB
Listing Date:	26 th April 2002
Total No of Shares:	1101.10 Crores

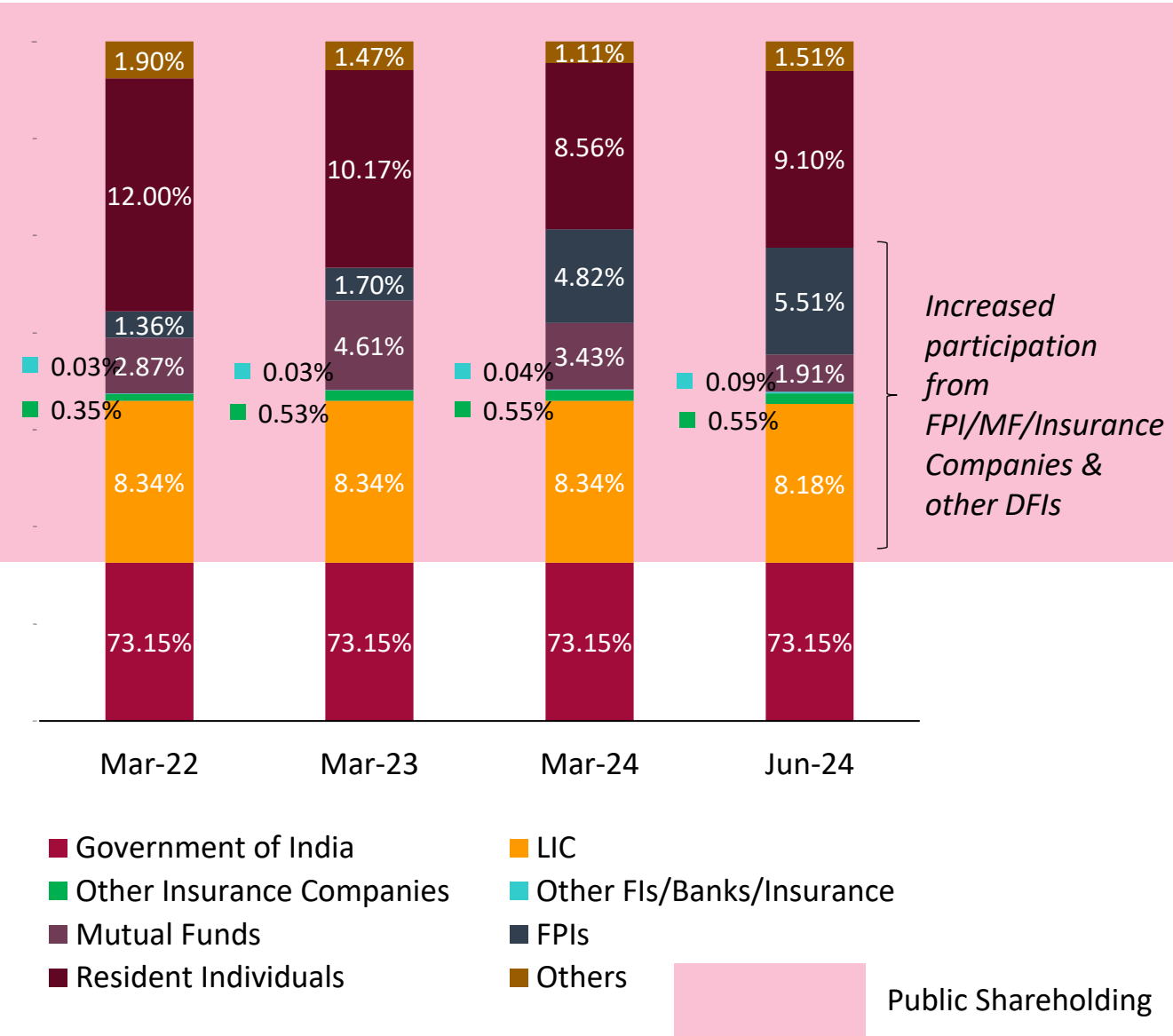
Market Cap (INR Cr)



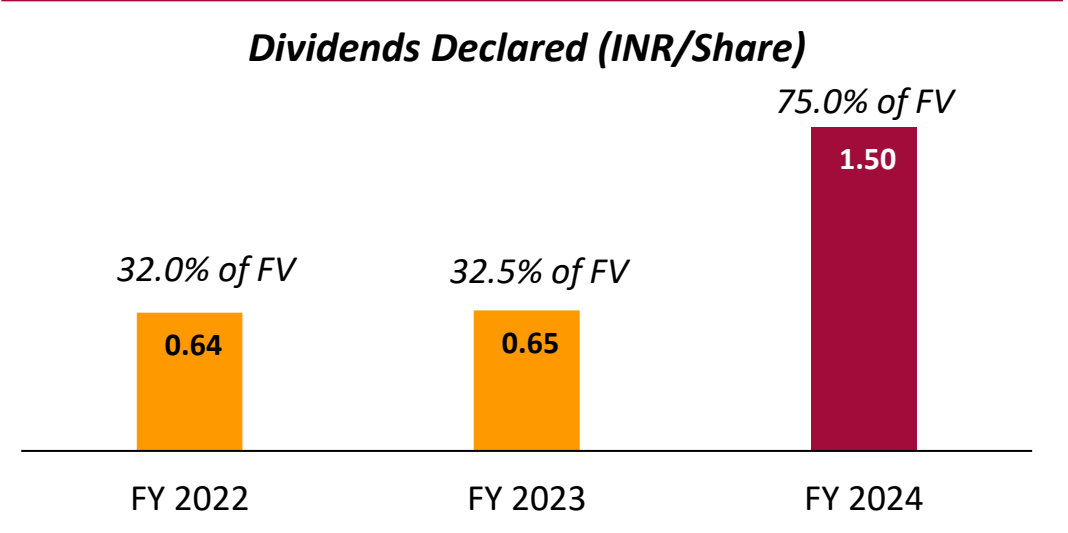
Trends in the Shareholding Pattern and Dividend



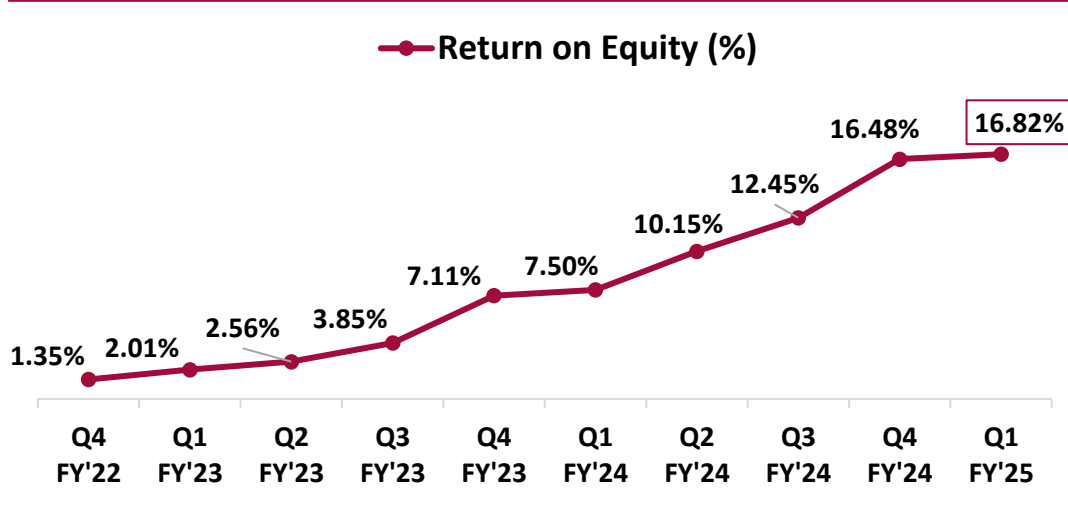
Total number of outstanding equity shares of face value INR 2: 1,101.10 Crores



Continuously improving dividends



Continuously improving Return on Equity (%)





Key Strengths

a. Strong Industry presence with 129 years of Banking operations

- ❖ Ranks favourably among public sector banks in India due to strong brand and wider presence

b. Strength of Portfolio, with a focus on balance, quality and profit

- ❖ Product and service offerings for large, diverse and growing customer base. Diversified loan portfolio is a key strategy to manage and limit NPAs (Net NPA% as of June'2024 is 0.60%)

c. Focus on RAM Advances

- ❖ Retail Credit (housing, vehicle, education, personal and mortgages), Agriculture (KCC, Agri Infra, Gold Loan etc) and MSME (Traders, Business, Mudra, Street vendors, Artisans etc) are the principal focus area.

d. Robust funding and liquidity

- ❖ Predominantly Customer Deposits is funding assets. Deposit franchise is supported by its nationwide Branch, ATM & Business Correspondence network.

e. Digital Transformation

- ❖ Undergoing Digitization at a rapid pace with revamped PNB One mobile app and diversified digital offerings with more than 100+ products and Services

f. HR Transformation & Experienced leadership team

- ❖ Successful ongoing implementation of HR Transformation Project "UDAAN" to become #1 HR brand in BFSI space. Qualified and experienced leaders at all levels along with succession planning.

Group structure of the bank



Subsidiaries & JVs

Domestic

International*

Subsidiaries

Associate Companies

Subsidiaries

Joint Venture

PNB Cards & Services Ltd
100.00%

PNB Investment Services Ltd
100.00%

PNB Glits Ltd
74.07%

PNB Housing Finance Ltd
28.13%

PNB MetLife India Insurance Co. Ltd
30.00%

Canara HSBC Life Insurance Co. Ltd (CANH)
23.00%

India SME Asset Reconstruction Co. Ltd (ISARC)
20.90%

RRBs
(35% stake in each)

PNBIL, London
100.00%

DRUK PNB Bank Ltd, Bhutan
51.00%

Everest Bank, Nepal (JV)
20.02%

• Marketing and distribution of PNB's retail offerings

• Merchant Banking Services

• Primary Dealer in primary & secondary market for Govt. securities

• HFC registered with National Housing Bank

• Domestic Life Insurance Provider

• Domestic Life Insurance Provider (stake post OBC amalgamation)

• Asset Reconstruction Company

1. Dakshin Bihar Gramin Bank
2. Sarva Haryana Gramin Bank
3. Himachal Pradesh Gramin Bank
4. Punjab Gramin Bank
5. Prathama UP Gramin Bank
6. Assam Gramin Vikash Bank
7. Bangiya Gramin Vikash Bank
8. Tripura Gramin Bank
9. Manipur Rural Bank

• Banking solutions in the UK through 7 branches

• Banking operations in Bhutan through 8 branches & 30 ATMs

• Banking solutions in Nepal through 95 branches and 123 ATMs

Mar'2024:

Total Rev:

Rs. 22.5 Cr

Mar'2024:

Total Rev:

Rs. 11.4 Cr

Mar'2024:

Total Rev:

Rs. 1577 Cr

Mar'2024:

Total Rev:

Rs. 7494 Cr

Mar'2024:

Total Rev:

Rs. 14729 Cr

Mar'2024:

Total Rev:

Rs. 8405 Cr

Mar'2024:

Total Rev:

Rs. 18.08 Cr

Mar'2023:

Total Rev:

Rs. 431 Cr

FY ended Dec'2023:

Total Rev:

Rs. 218 Cr

FY ended Jul'2023:

Total Rev:

Rs. 1502 Cr

*As per local GAAP

Key Awards and Accolades



PNB has secured overall Rank 2 in Ease 6.0, and Rank 1 across 2 Themes:- Tech & Data-enabled Capability Build and Digital & Analytics Driven Business Improvement



Confederation of Indian MSME

“Best MSME Friendly Bank”

Annual Conference of General Managers of PSBs organized by IBA & TU CIBIL

Best Data Quality in Commercial Bureau Segment

ET Best BFSI Brands FY 2023

by Economic Times

EASE 5.0 reforms Index
by Indian Banks' Association

2nd Runners-Up for Top Performance

International Inclusion Alliance Conference 2024

Excellence in Gender Inclusion

10th MSME Excellence Awards by ASSOCHAM

Best MSME Bank (FY24)

CRIF (Centre for Research and International Finance) Highmark

Data Excellence Award in Consumer bureau segment



9th Innovative CIOs Awards & Symposium 2024 for 2 projects:

- ❖ e-Bank Guarantee
- ❖ PNB Aarambh - CIO Axis

Prime Minister's Employment Generation Program, UP

First Prize for outstanding contribution (FY23)=

Infosys Finnacle Innovation Awards, 2023

- ❖ Channel Innovation – Gold winner-eOTS

Infosys Finnacle Innovation Awards, 2023

- ❖ Maximizing Customer Engagement – Platinum winner-PNB One - Super App

“Utkarsh Puruskar” Digi-Dhan Award 2019-20 (e-UNI)
by Ministry of Electronics & Information Technology

2nd highest percentage of digital payment Transactions – PSU Banks during FY19-20

23rd Greentech Environment Award, 2023

Outstanding achievements in “Environmental Excellence” category

IBSi Global Fintech Innovation Awards by IBS Intelligence

- ❖ Best Digital Channel/Platform Implementation
- ❖ Best Transaction Banking Implementation

2

PNB – Key Investment Highlights

Key Investment Highlights



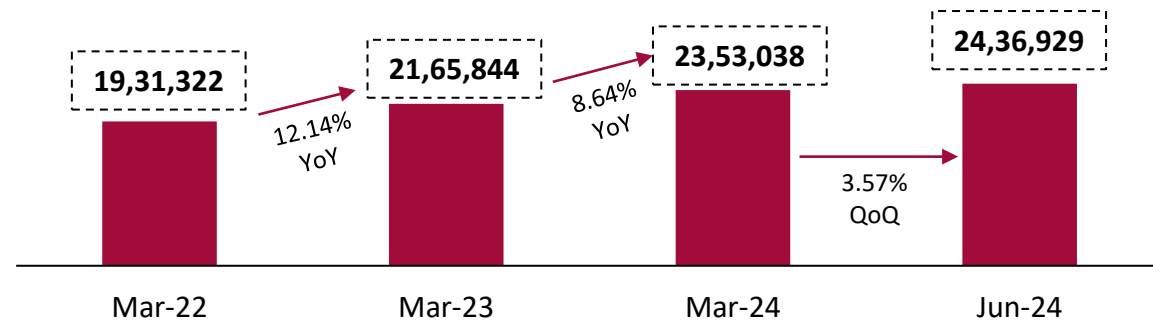
1. Fast growing total Business with healthy mix of portfolio
2. Robust Loan book
3. Inclusive Growth
4. Improving Asset Quality
5. Rating & Capital Adequacy
6. Robust Financial Performance
7. Strong Management Team with vast experience
8. Leveraging Digital Infrastructure to accelerate growth
9. Wide presence across India
10. Emphasis on improving Environment, Social and Governance practices



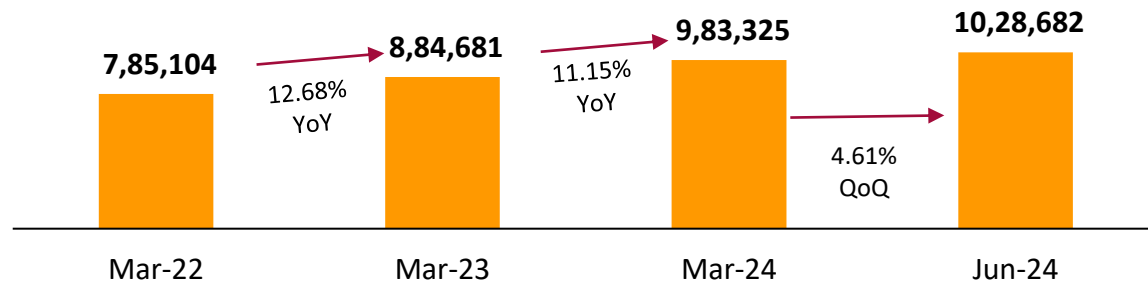
1. Fast growing total Business with healthy mix of Portfolio

Driven by the robust growth in Advances, Total Business grew 12.14% and 8.64% YoY growth in FY 22-23 & FY 23-24

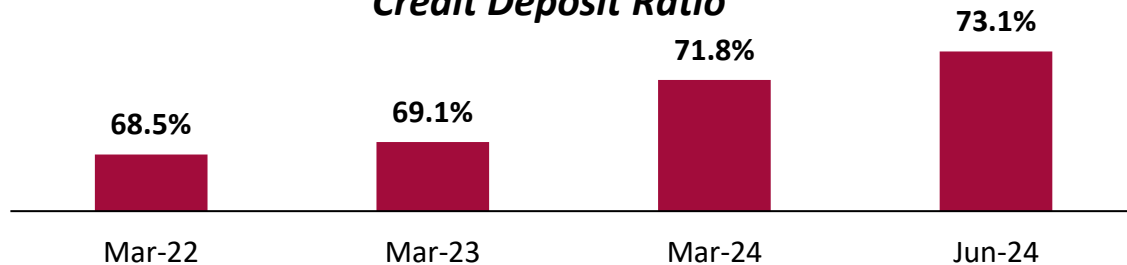
Global Business (INR Cr)



Global Advances (INR Cr)

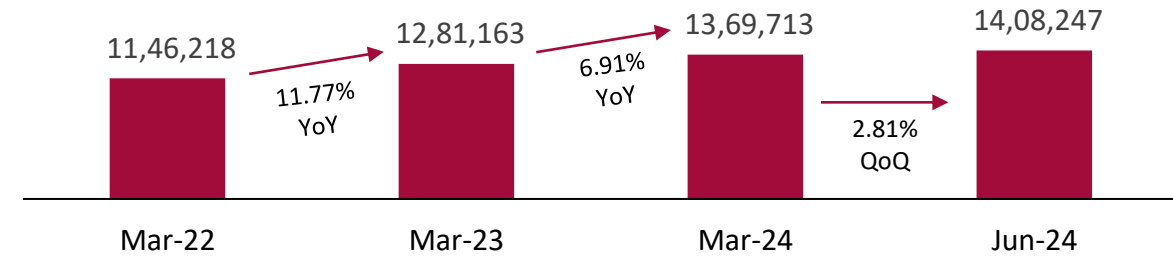


Credit Deposit Ratio

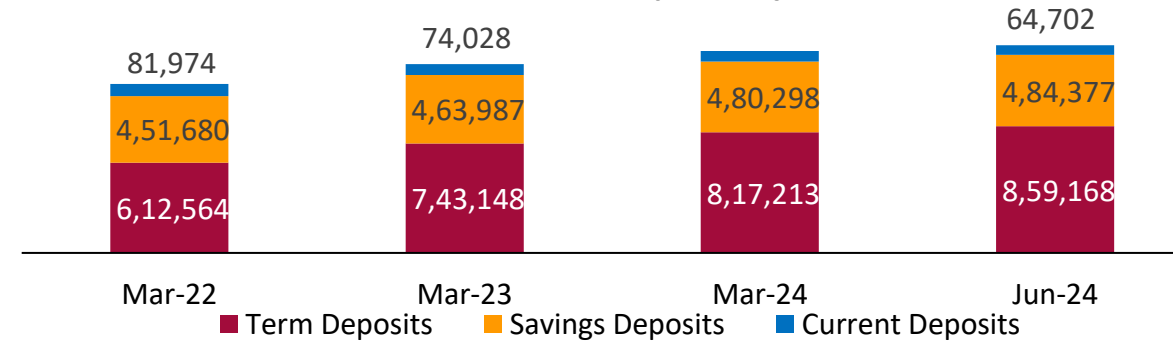


Note: All the stated financials in this presentation are based on standalone financials of the bank

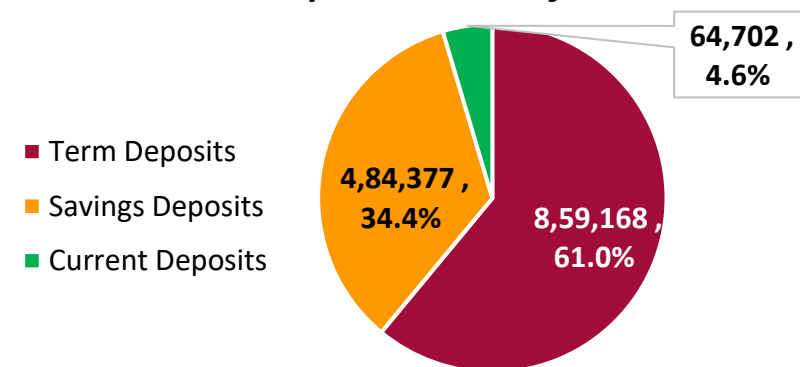
Global Deposits (INR Cr)



Global Mix (INR Cr)



Deposit mix as of June'2024



2. Robust Loan book

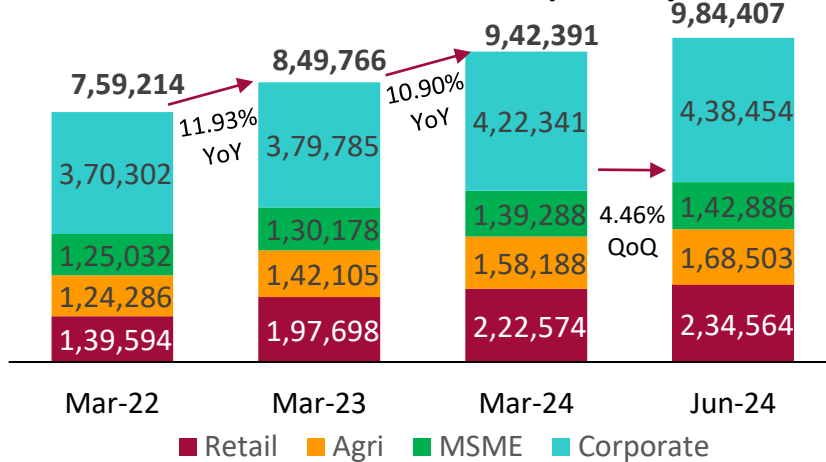
Growth in Advances



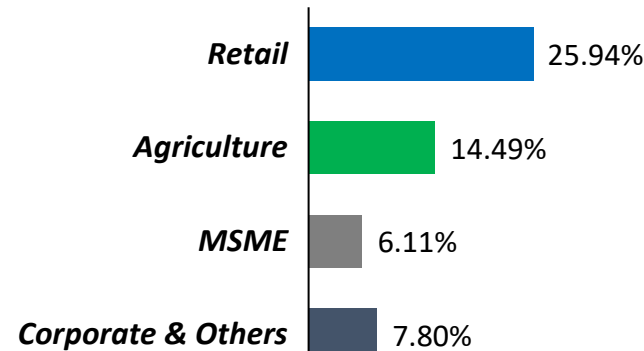
(All Amounts are in INR Cr)

Growth of Gross Domestic Advances is driven by strong focus on Retail Advances which led to higher mix of RAM Assets

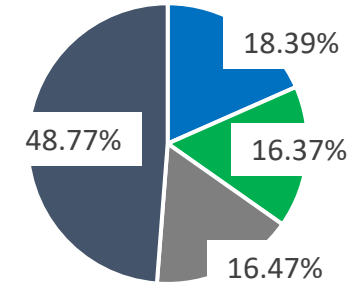
Domestic Advances (INR Cr)



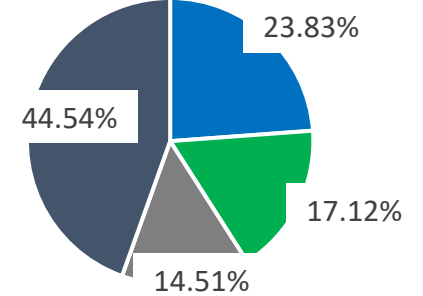
Growth CAGR (Mar'22 - Jun'24)



Mar'22



Jun'24



■ Retail ■ Agriculture ■ MSME ■ Corporate & Others

RAM Assets: 51.23%

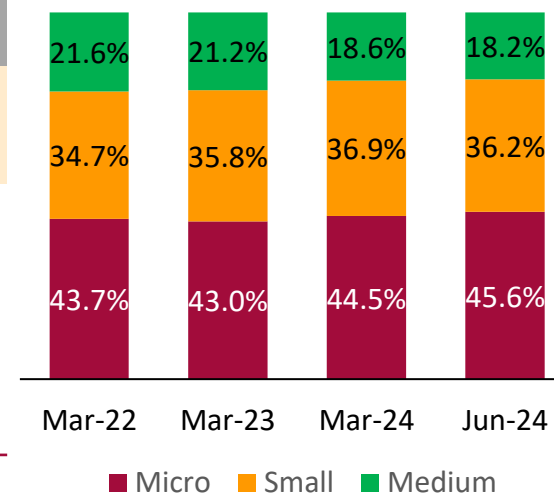
RAM Assets: 55.46%

Consistent growth in Retail Advances

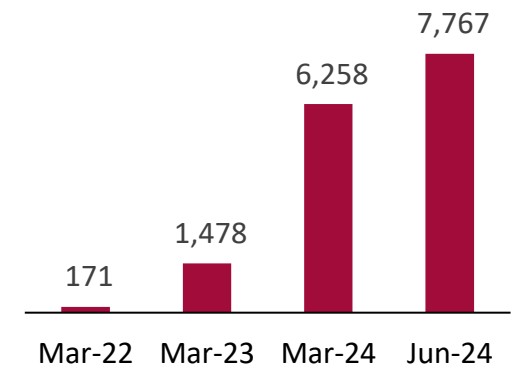
Retail Advances (INR Cr)	Mar-22	Mar-23	Mar-24	Growth CAGR*	Jun-24	Jun-24	YoY%
Retail Advances Excluding IBPC & LAD	1,28,574	1,46,656	1,68,265	14.40%	1,49,858	1,73,040	15.47%
Home Loans	81,979	87,086	98,293	9.50%	88,742	1,01,796	14.71%
Vehicle Loans	12,615	16,513	20,767	28.30%	17,120	21,726	26.90%
Personal Loans	12,193	19,973	22,493	35.82%	20,519	22,378	9.06%
Others	21,787	23,084	26,712	10.73%	23,477	27,140	15.60%

*Growth CAGR is for the period Mar'22 to Mar'24

MSME Advances Mix



Agriculture Gold Loan



Total Gold Loan (Agri + Retail)
Jun'24: INR 8,487 Cr

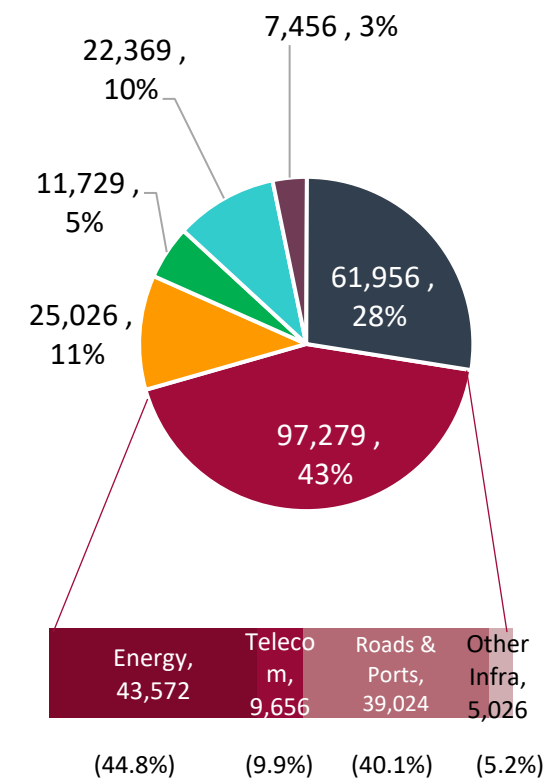
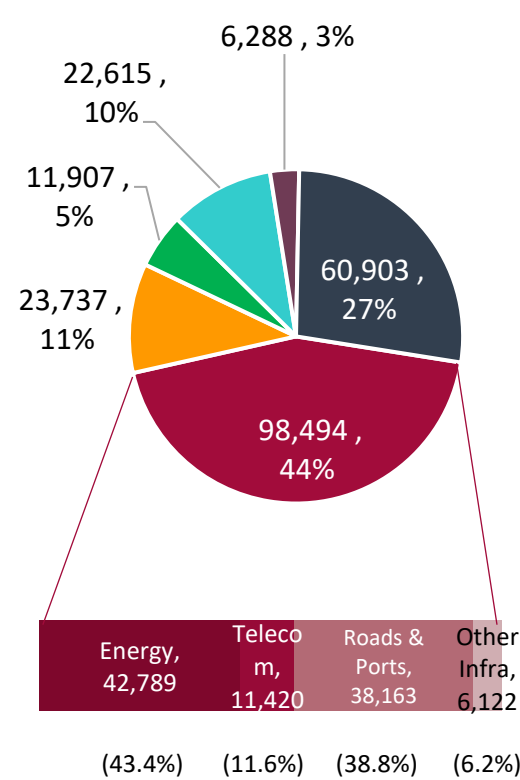
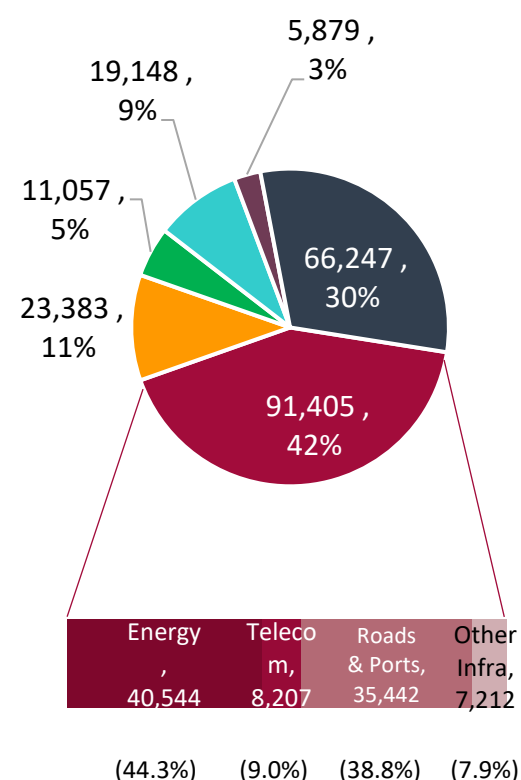
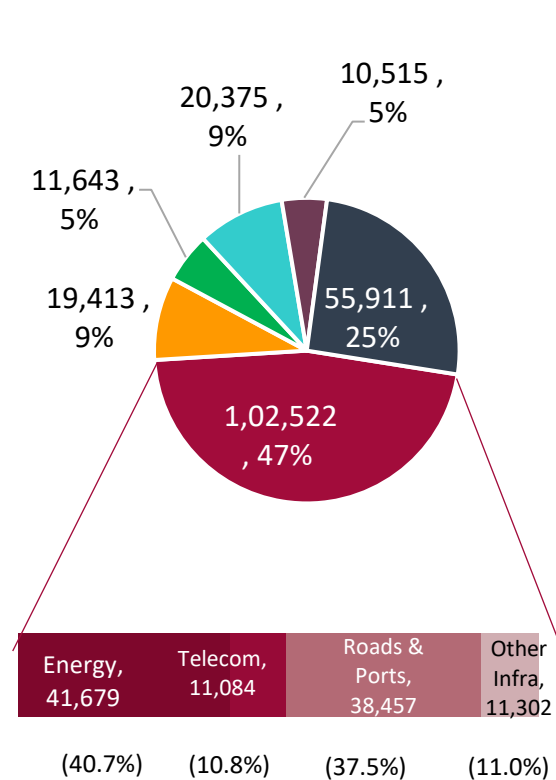
2. Robust Loan book

Diversified Industry portfolio for Corporate Advances



(All Amounts are in INR Cr)

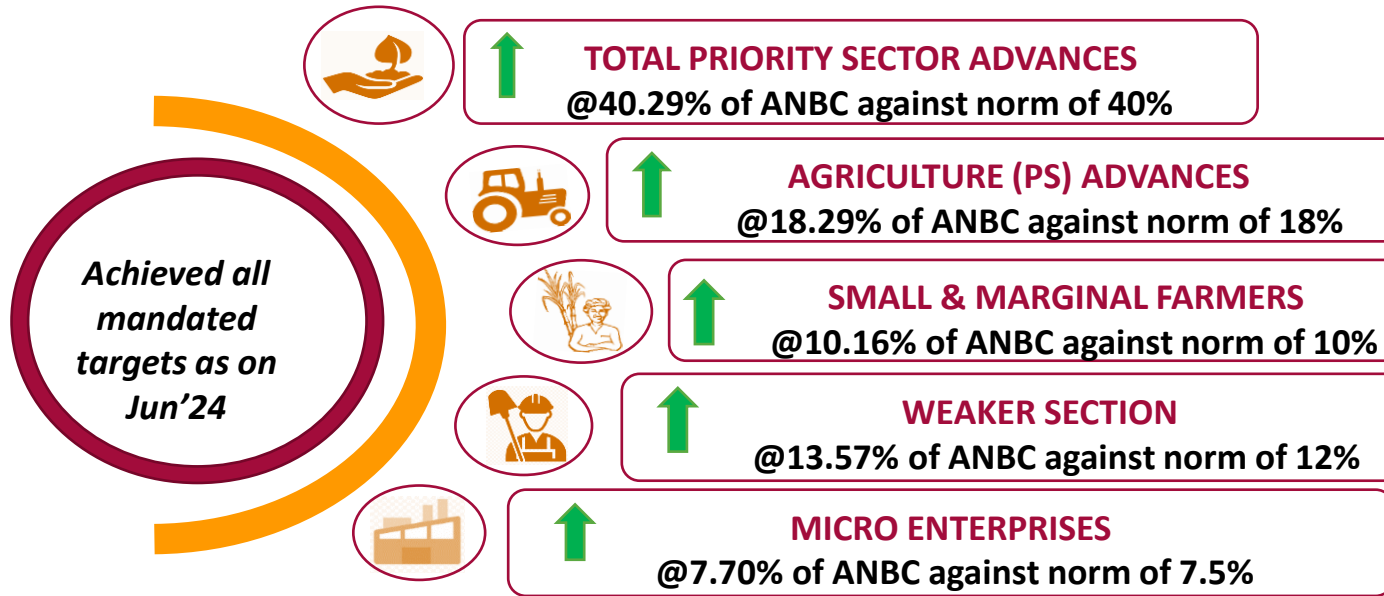
Mar-22		Mar-23		Mar-24		Jun-24	
Total Outstanding Amount (INR Cr)	% to Total Industry Advances	Total Outstanding Amount (INR Cr)	% to Total Industry Advances	Total Outstanding Amount (INR Cr)	% to Total Industry Advances	Total Outstanding Amount (INR Cr)	% to Total Industry Advances
2,20,379	29.0%	2,17,138	25.6%	2,23,944	23.8%	2,25,815	22.9%



■ Infrastructure ■ Basic Material and Metal Products ■ Textiles ■ Food Processing ■ Chemicals & Chemical Products ■ Other Industries

3. Inclusive Growth

Focus on Priority Sector Lending



As on June'24



PM SVANidhi

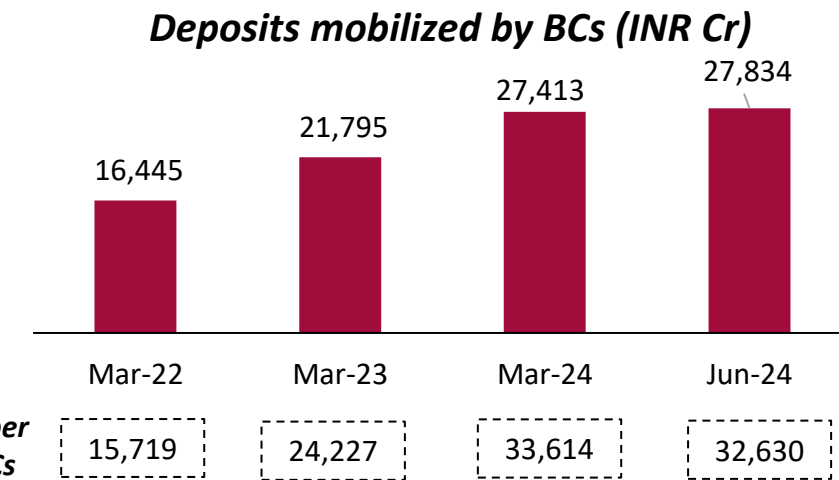
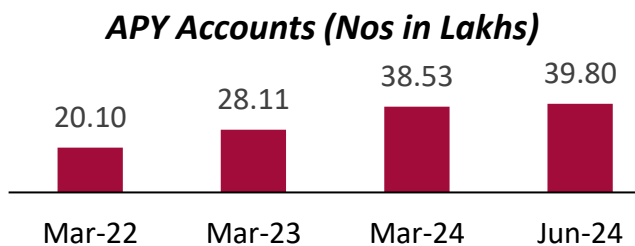
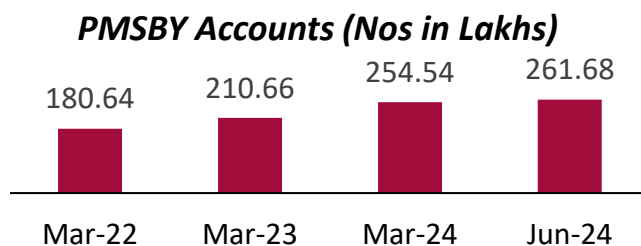
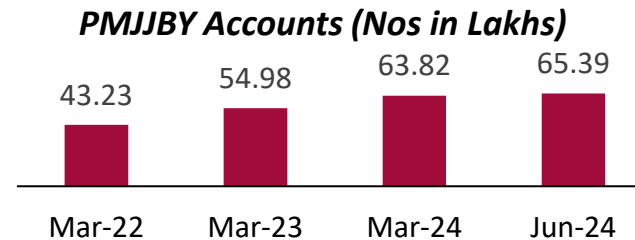
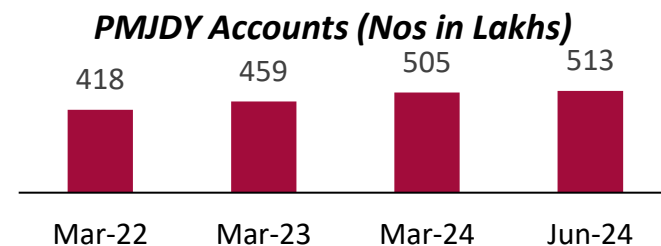
O/s Amt in Crores

Amt Rs in Crore	Q1 FY24	Q1 FY25
Sanctioned	5062	5473
Disbursed	5019	5427

Target- No of cases	Ach	% Ach
20284	20928	103.17%

As on June'23	As on June'24	Growth %
100	243	143%

Active participation in Financial Inclusion initiatives by the Government of India



Note: Data as of June'2024

4. Improving Asset Quality

Credit quality of Loan Portfolio



(All Amounts are in INR Cr)

Credit Quality of the Loan portfolio have been consistently improving over the years

Portfolio > INR 25 Crore									
SNo	Rating Grade	Mar'22		Mar'23		Mar'24		Jun'24	
		Amount	% Share	Amount	% Share	Amount	% Share	Amount	% Share
1	AAA	1,26,693	46.49%	1,40,136	42.72%	1,57,549	42.97%	1,68,768	42.72%
2	AA	55,197	20.25%	84,062	25.63%	89,120	24.31%	97,470	24.67%
3	A	44,184	16.21%	46,008	14.02%	57,222	15.60%	66,677	16.88%
4	BBB	21,000	7.71%	25,618	7.81%	29,435	8.03%	31,647	8.01%
BBB & Above		2,47,074	90.66%	2,95,824	90.18%	3,33,326	90.91%	3,64,562	92.28%
5	BB	10,375	3.80%	8,364	2.54%	9,713	2.65%	9,309	2.35%
6	B	3,507	1.29%	2,647	0.81%	2,068	0.56%	1,774	0.45%
7	C	74	0.03%	1,284	0.39%	1,017	0.28%	708	0.18%
8	D	2,561	0.94%	1,002	0.31%	1,134	0.31%	380	0.10%
BB & Below		16,517	6.06%	13,297	4.05%	13,931	3.80%	12,171	3.08%
9	Unrated	8,947	3.28%	18,916	5.77%	19,400	5.29%	18,311	4.64%
Sub-Total		2,72,538	100.00%	3,28,037	100.00%	3,66,657	100.00%	3,95,044	100.00%
Guarantee/Direct Claim on Central/State Govt.		87,833	24.37% (of Total Portfolio)	84,431	20.47% (of Total Portfolio)	80,469	18.00% (of Total Portfolio)	80,265	16.89% (of Total Portfolio)
Total Portfolio		3,60,372		4,12,468		4,47,126		4,75,309	

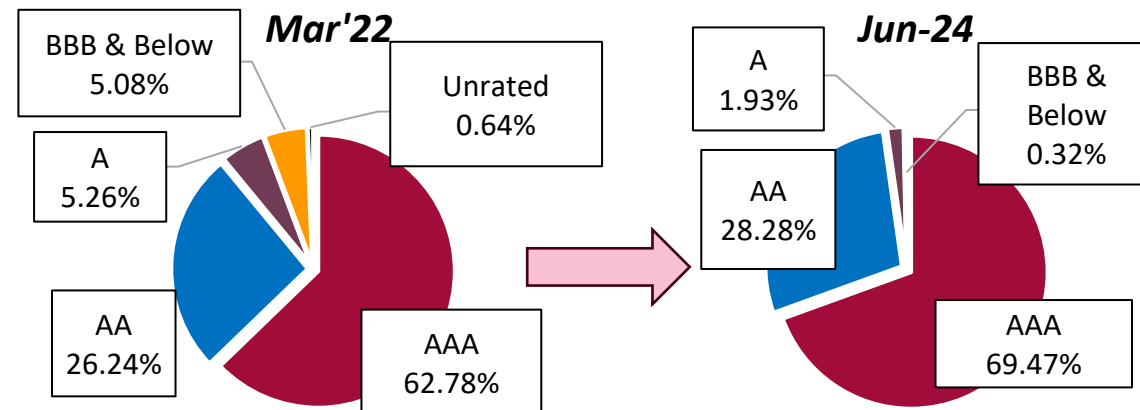
4. Improving Asset Quality

Improving better rated exposure

Healthy portfolio of NBFC Advances which are rated AAA and AA

Sector	Outstanding Amount (INR Cr)			
	Mar-22	Mar-23	Mar-24	Jun-24
NBFC	1,03,794	1,35,606	1,34,190	1,48,157
Housing Finance Companies	37,025	47,645	40,294	46,667
PSUs & PSU Backed	50,325	28,987	32,453	36,464
Private	14,868	58,160	60,435	63,948
MFI	1,576	814	1,007	1,077

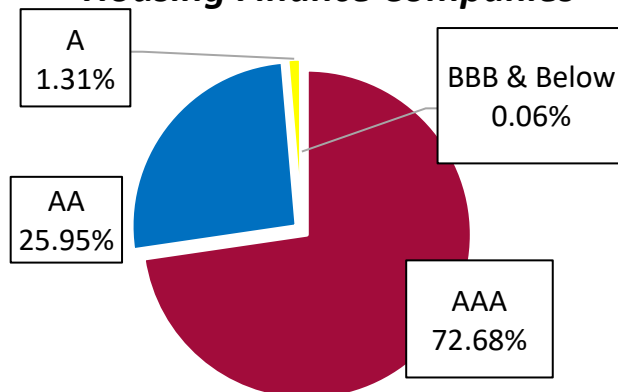
External Rating of overall NBFC Portfolio



A & Above: INR 97,865cr

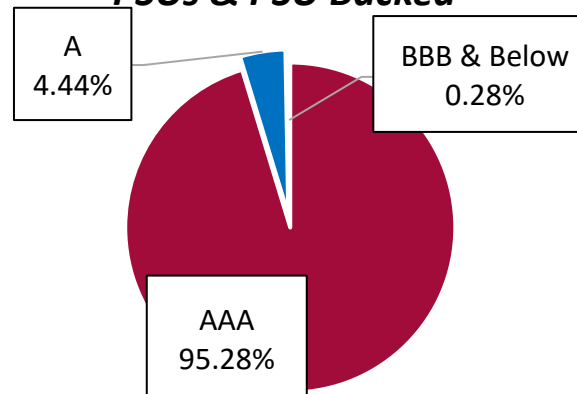
A & Above: INR 1,47,688cr

Housing Finance Companies



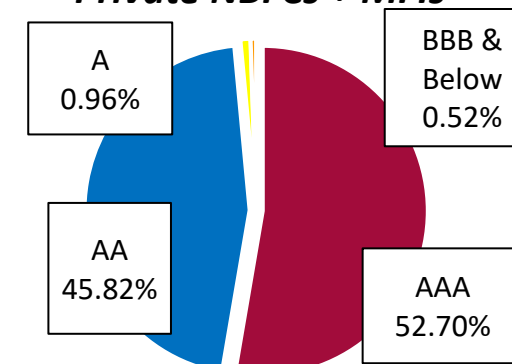
A & Above: INR 46,640cr

PSUs & PSU Backed



A & Above: INR 36,364cr

Private NBFCs + MFIs



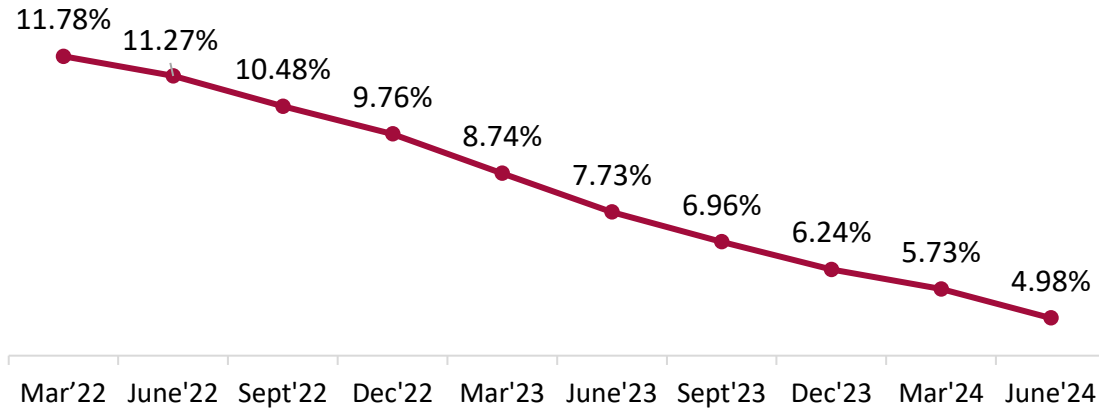
A & Above: INR 64,683cr

4. Improving Asset Quality Declining NPAs

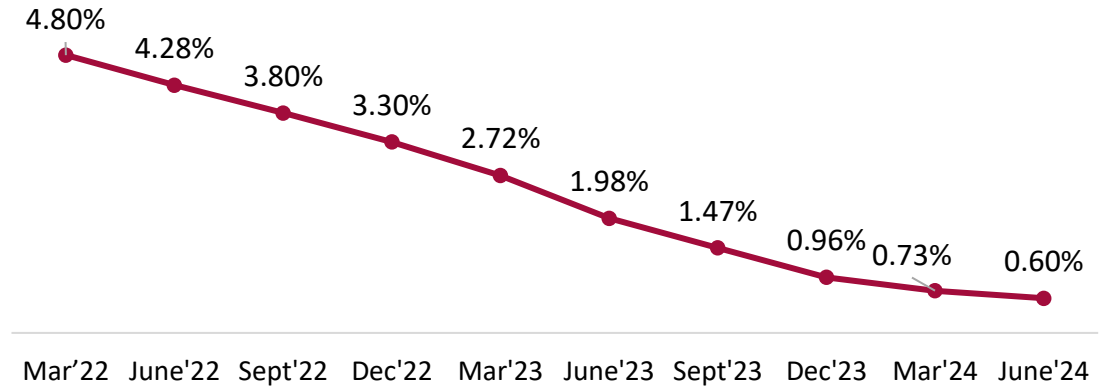


Amt ₹ in Crore

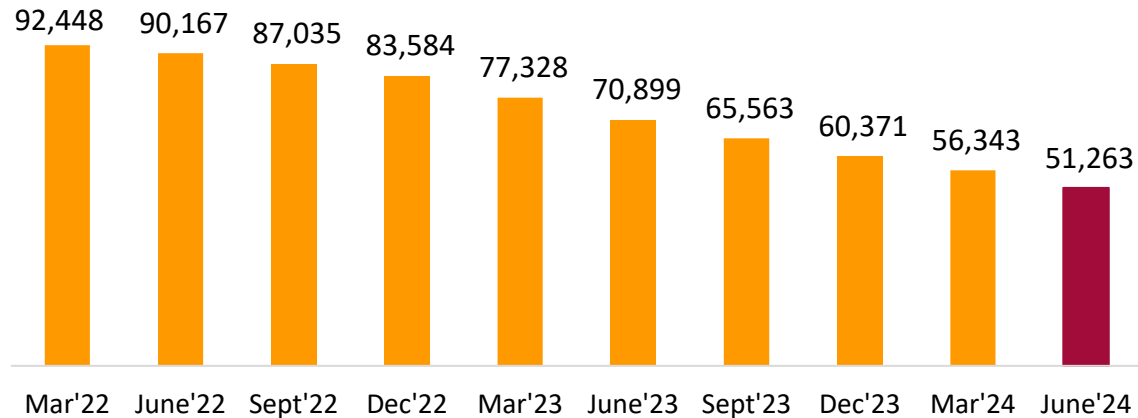
Gross NPA%



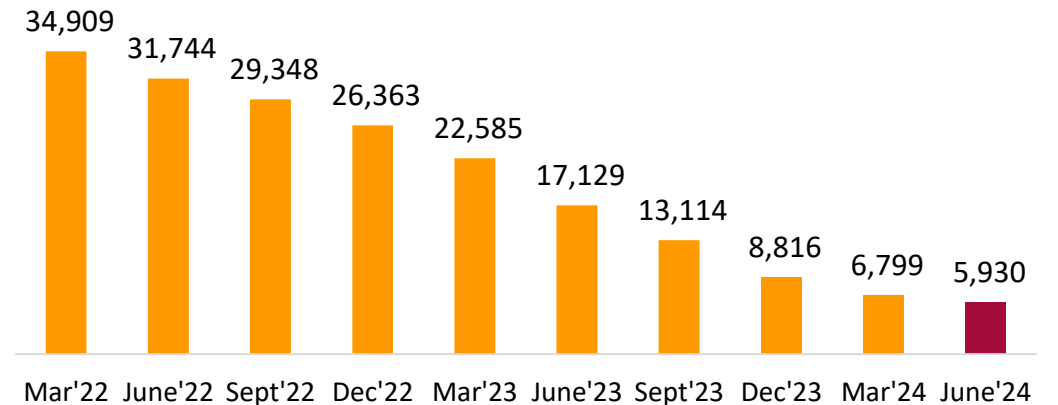
Net NPA%



Gross NPA Amount



Net NPA Amount

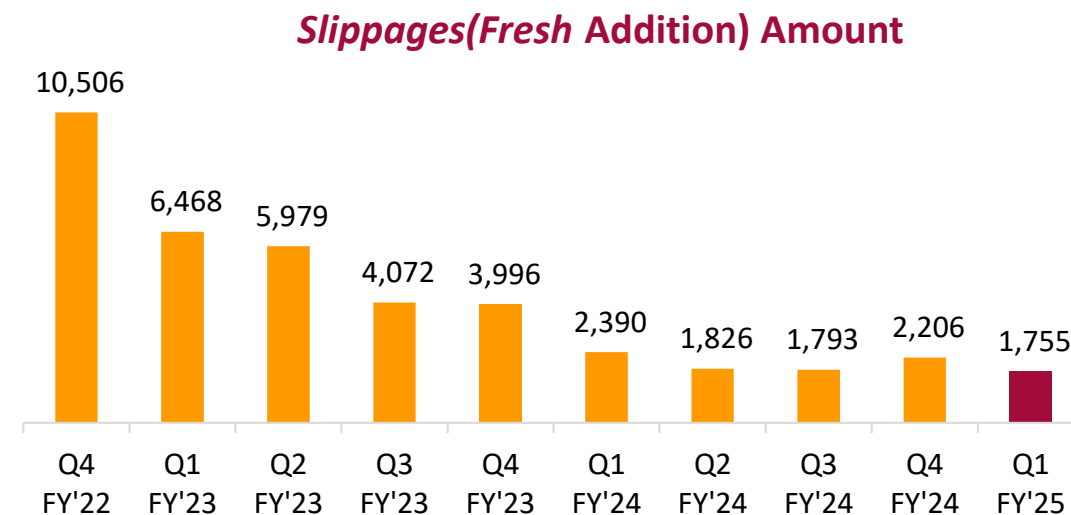
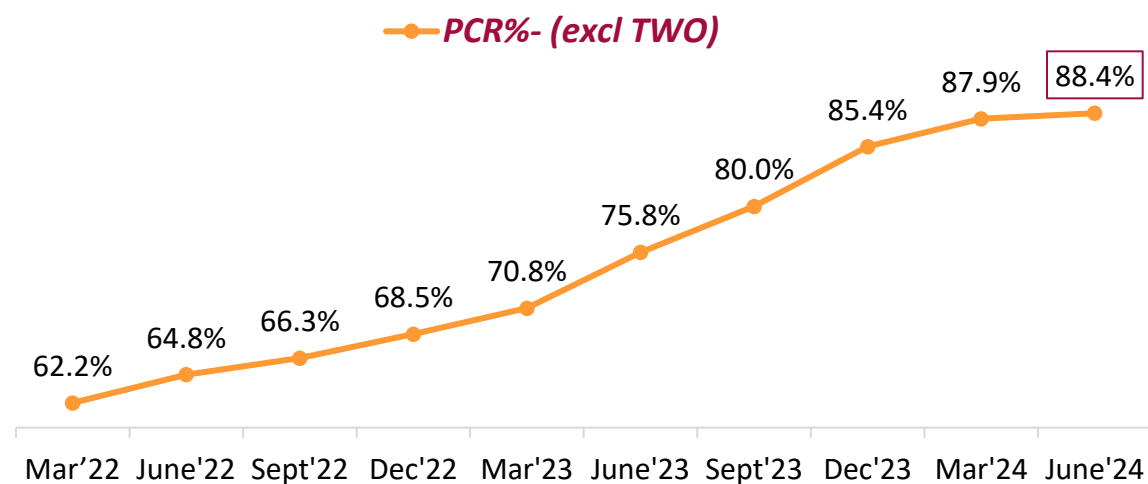
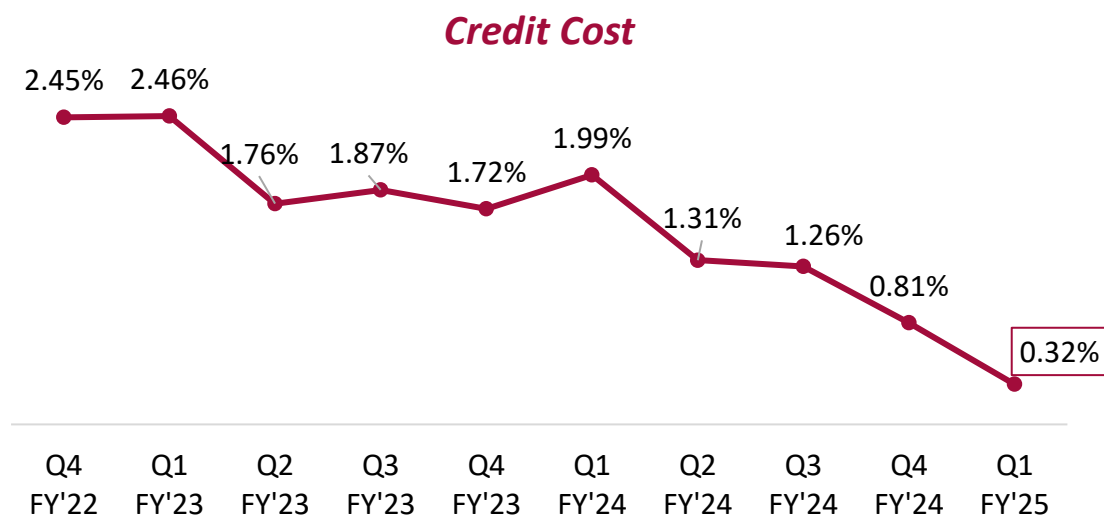
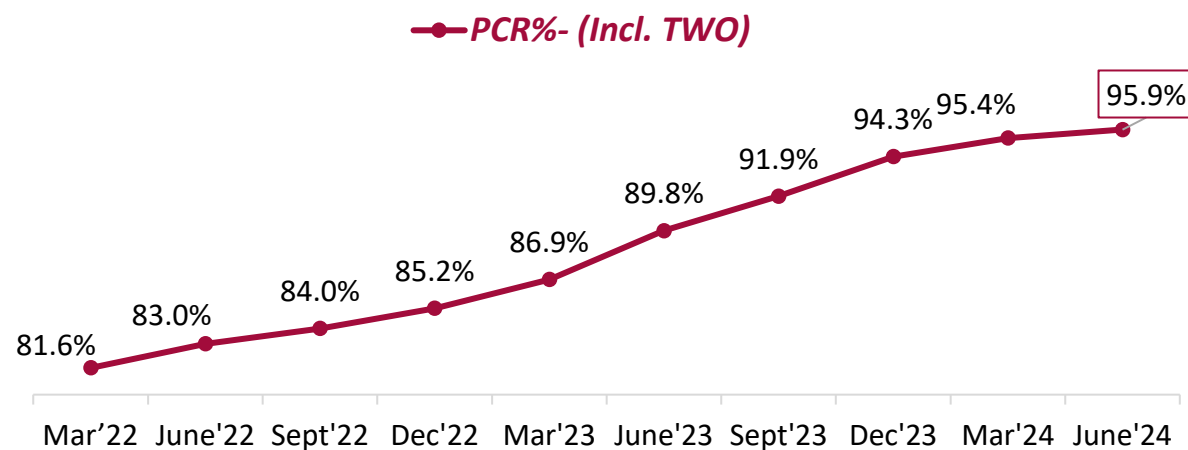


4. Improving Asset Quality

High PCR & Low Slippage



Amt ₹ in Crore



4. Improving Asset Quality

NPA Movement

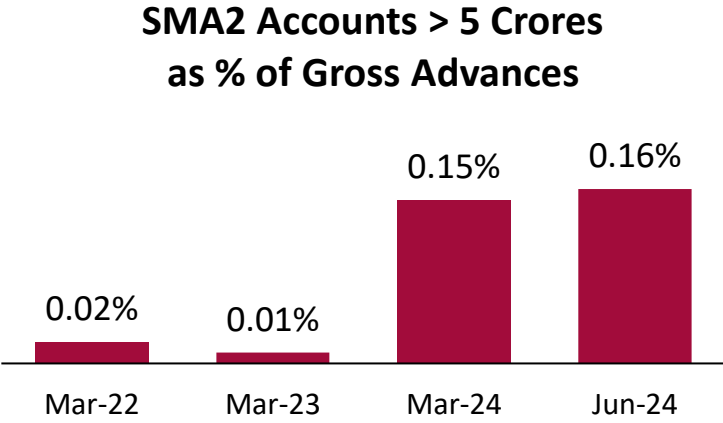
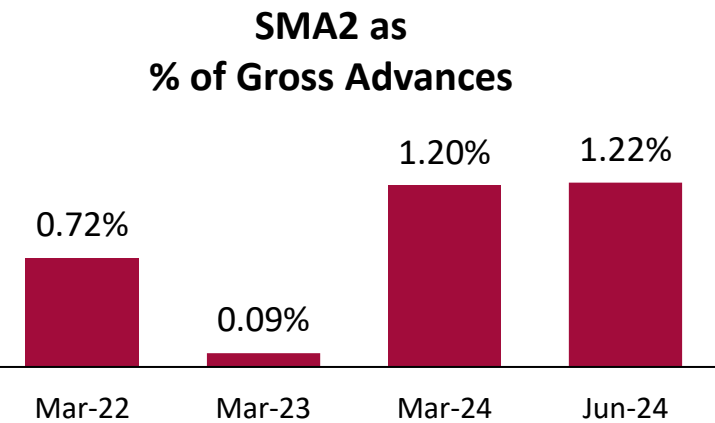


(All Amounts are in INR Cr)

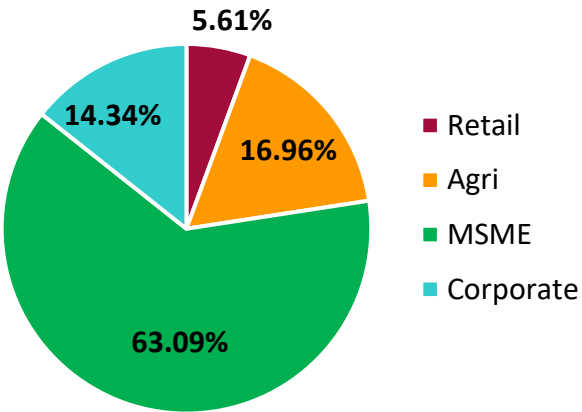
S.No	Parameters	FY22	FY23	FY24	Q1FY25
1	NPA as at the beginning of Year/Quarter	1,04,423	92,448	77,328	56,343
2	-Cash Recovery	9,467	9,801	7,106	1,196
3	-Up-gradation	5,253	4,770	3,448	524
4	Cash Recovery & Up-gradation (2+3)	14,720	14,571	10,554	1,720
5	Write Off	21,999	16,578	16,257	5,115
6	Total Reduction (4+5)	36,719	31,149	26,811	6,835
7	Fresh Addition (8+9)	24,744	16,029	5,826	1,755
8	-Fresh slippages	21,612	14,198	5,552	1,653
9	-Debits in existing NPA A/cs	3,132	1,831	274	102
10	Gross NPAs at end of the period	92,448	77,328	56,343	51,263
11	Gross NPA %	11.78%	8.74%	5.73%	4.98%
12	Net NPAs at end of the period	34,909	22,585	6,799	5,930
13	Net NPA %	4.80%	2.72%	0.73%	0.60%
14	PC Ratio (incl TWO)	81.60%	86.90%	95.39%	95.90%
15	PC Ratio (excl TWO)	62.24%	70.79%	87.93%	88.40%
16	Total Recovery including TWO & RI	21,041	24,576	20,164	3,249

4. Improving Asset Quality

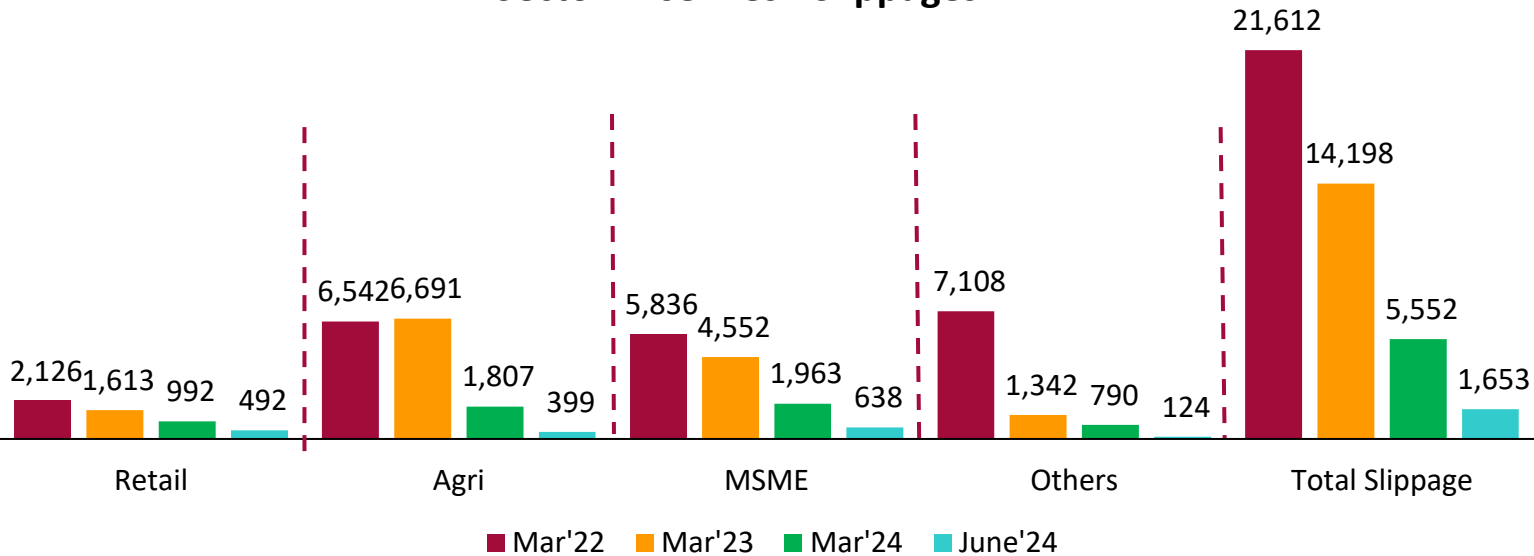
Special Mention Accounts (SMA2) & Slippages



Segment wise portfolio > 5 Cr as % of Total SMA > 5 Cr
As on June'24



Sector wise Fresh Slippages



Recovery v/s Fresh Addition

Period	FY'22	FY'23	FY'24	Q1FY25
Total Recovery	21,041	24,576	20,164	3,249
Fresh Addition	24,744	16,029	5,826	1,755
Recovery v/s Fresh Addition	0.9x	1.5x	3.5x	1.8x

4. Improving Asset Quality

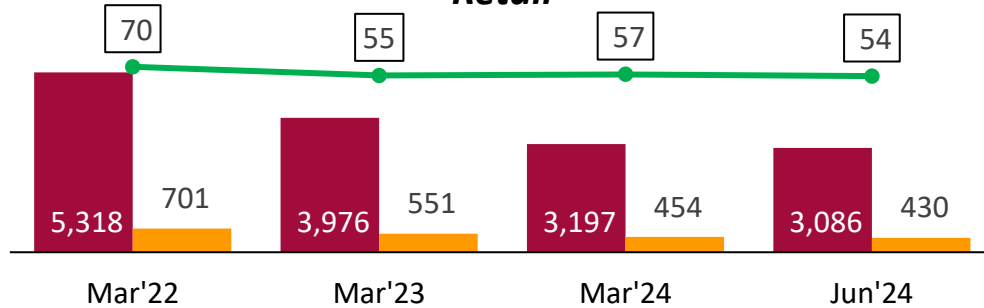
One Time Restructuring 1 (OTR 1)

As per RBI's guidelines dated Aug 6, 2020



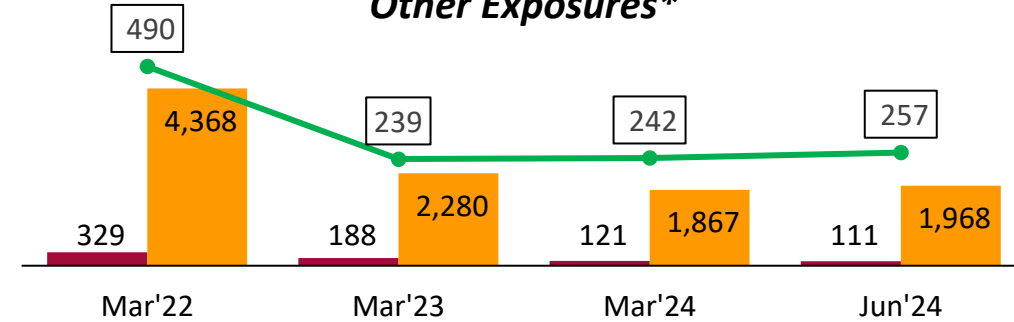
(All Amounts are in INR Cr)

Retail



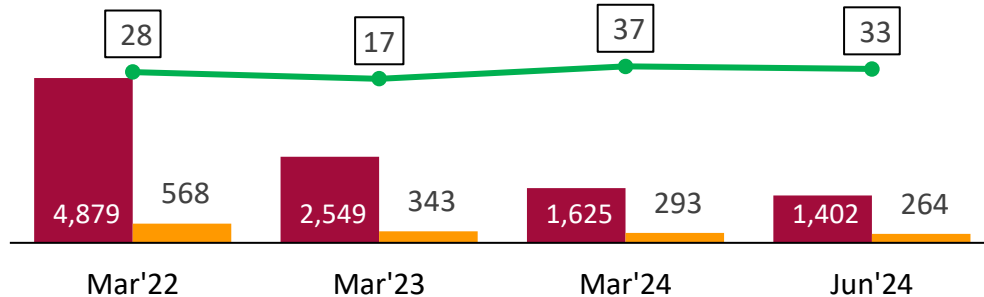
No. of Accounts Amount Involved Provisions Made

Other Exposures*



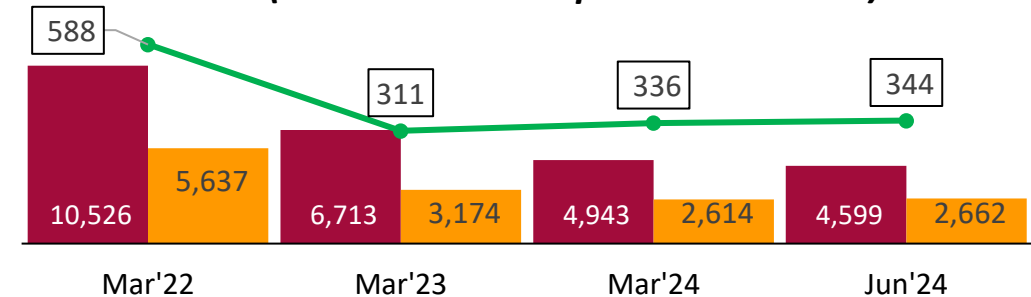
No. of Accounts Amount Involved Provisions Made

MSME Loans



No. of Accounts Amount Involved Provisions Made

Total (Retail + Other Exposures + MSME)



No. of Accounts Amount Involved Provisions Made

*Other Exposures includes corporate loans >Rs. 25 Crore as per RBI guidelines.

4. Improving Asset Quality

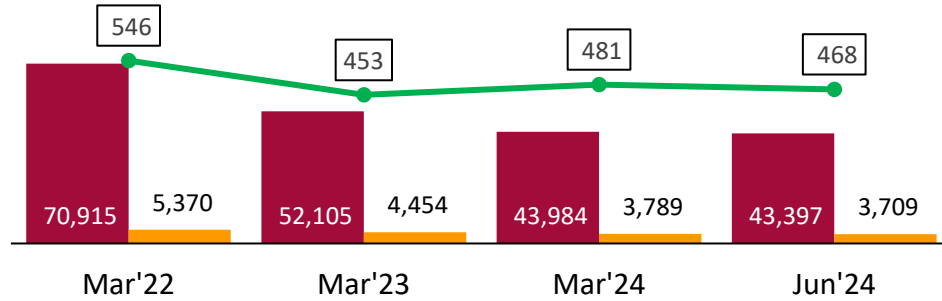
One Time Restructuring 2 (OTR 2)

As per RBI's guidelines dated May 5, 2021



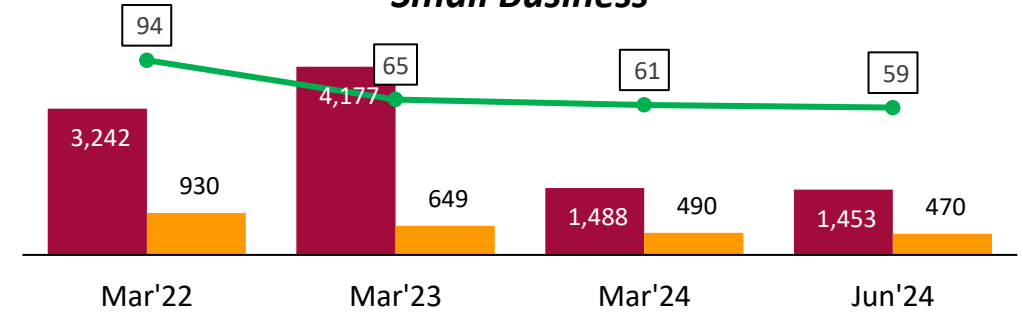
(All Amounts are in INR Cr)

Individual Borrowers



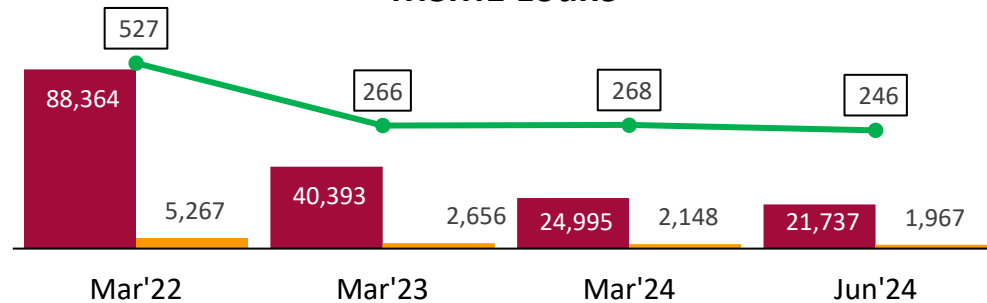
No. of Accounts Amount Involved Provisions Made

Small Business



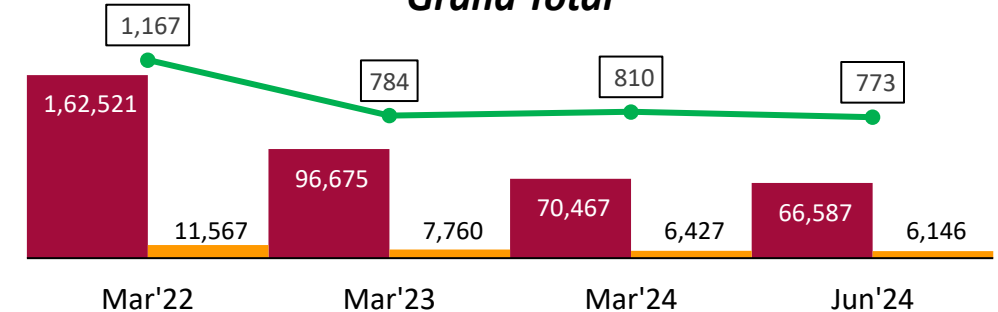
No. of Accounts Amount Involved Provisions Made

MSME Loans



No. of Accounts Amount Involved Provisions Made

Grand Total



No. of Accounts Amount Involved Provisions Made

4. Improving Asset Quality

Asset classification (1/3)



(All Amounts are in INR Cr)

S.No	Parameters	Mar'22		Mar'23		Var. YoY %	Mar'24		Var. YoY %	Jun'24		Var. YoY %
		O/S	Share%	O/S	Share%		O/S	Share%		O/S	Share%	
1	Standard	6,92,656	88.22%	8,07,353	91.26%	16.6%	9,26,982	94.27%	14.8%	9,77,419	95.02%	15.5%
2	Gross NPA	92,448	11.78%	77,328	8.74%	-16.4%	56,343	5.73%	-27.1%	51,263	4.98%	-27.7%
2a	Sub-Standard	16,402	2.09%	12,227	1.38%	-25.5%	4,876	0.50%	-60.1%	5,132	0.50%	-48.6%
2b	Doubtful	59,009	7.52%	43,414	4.91%	-26.4%	39,551	4.02%	-8.9%	36,072	3.51%	-14.0%
2c	Loss	17,037	2.17%	21,687	2.45%	27.3%	11,916	1.21%	-45.1%	10,059	0.98%	-46.9%
Global Advances(1+2)		7,85,104	100%	8,84,681	100%	12.7%	9,83,325	100%	11.2%	10,28,682	100.00%	12.2%

4. Improving Asset Quality

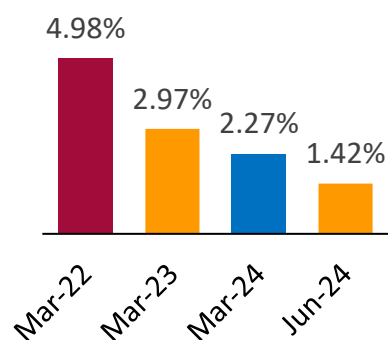
Asset classification-Sectoral (2/3)



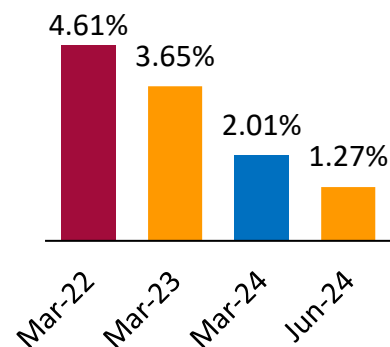
(All Amounts are in INR Cr)

S.No	Parameters	Mar'22			Mar'23			Mar'24			Jun'24		
		Advances	GNPA	GNPA%	Advances	GNPA	GNPA%	Advances	GNPA	GNPA%	Advances	GNPA	GNPA%
1	Retail Loans	1,39,594	6,955	4.98%	1,97,698	5,863	2.97%	2,22,574	5,060	2.27%	2,34,564	3,340	1.42%
2	Agriculture	1,24,286	25,572	20.58%	1,42,105	26,067	18.34%	1,58,188	21,979	13.89%	1,68,503	21,301	12.64%
3	MSME	1,25,032	26,520	21.21%	1,30,178	24,601	18.90%	1,39,288	19,727	14.16%	1,42,886	19,499	13.65%
4	Corporate & Other	3,70,302	31,536	8.52%	3,79,785	19,121	5.03%	4,22,341	7,953	1.88%	4,38,453	5,500	1.25%
5	Domestic (1+2+3+4)	7,59,214	90,583	11.93%	8,49,766	75,651	8.90%	9,42,391	54,719	5.81%	9,84,407	49,639	5.04%
6	Overseas	25,890	1,865	7.20%	34,914	1,677	4.80%	40,934	1,624	3.97%	44,275	1,623	3.67%
7	Global (5+6)	7,85,104	92,448	11.78%	8,84,681	77,328	8.74%	9,83,325	56,343	5.73%	10,28,682	51,263	4.98%

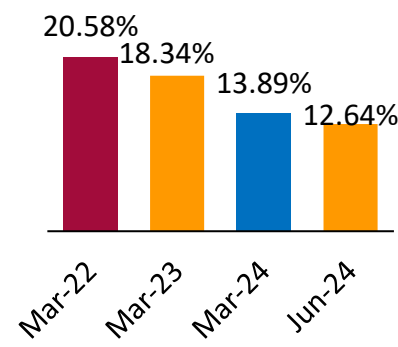
GNPA% in Retail



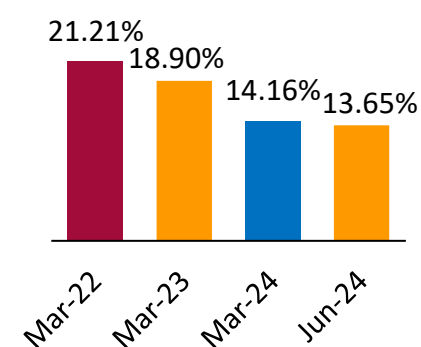
GNPA% in Housing Loans



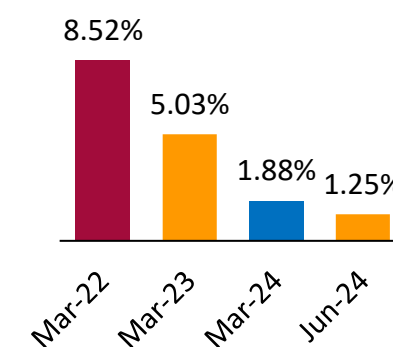
GNPA% in Agriculture



GNPA% in MSME



GNPA% in Corporate & Others

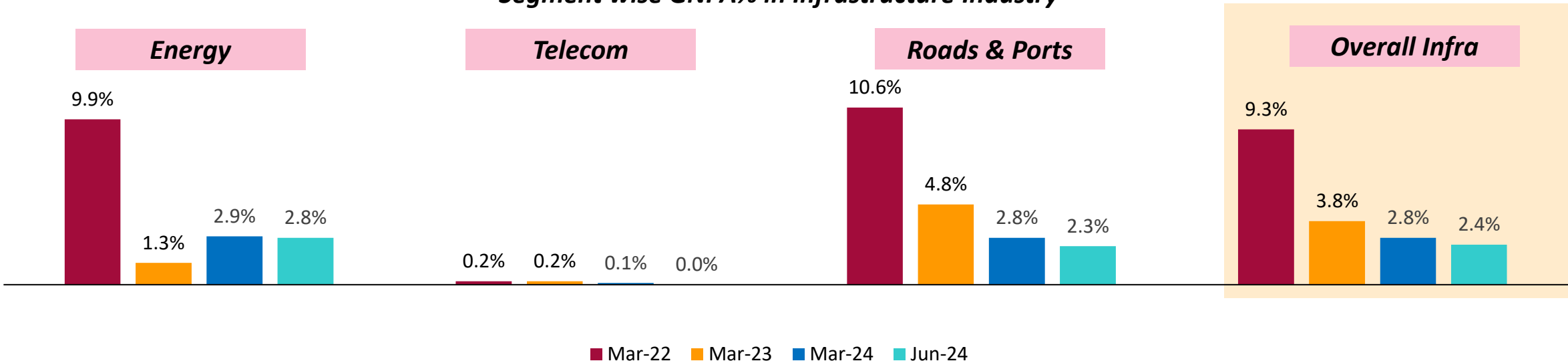


4. Improving Asset Quality

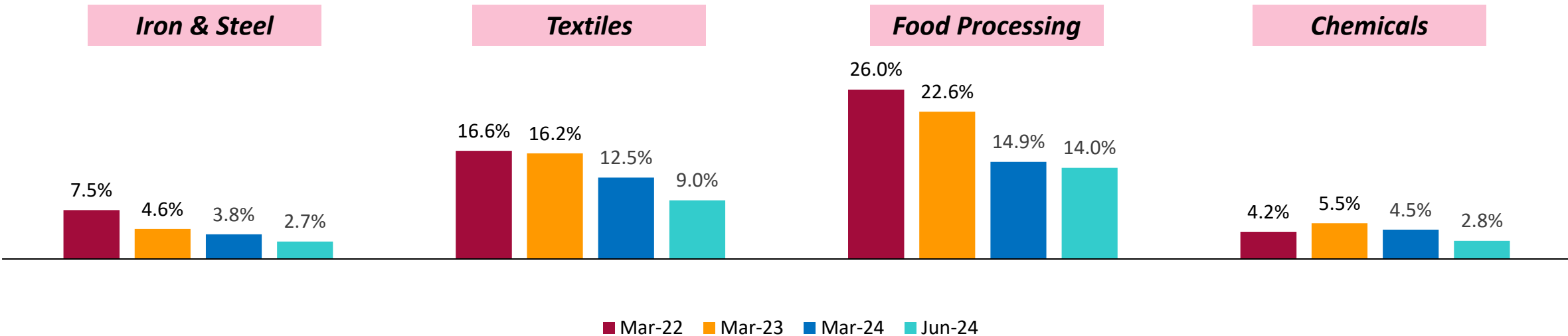
Asset classification – Industry (3/3)



Segment wise GNPA% in Infrastructure Industry



Industry wise GNPA%



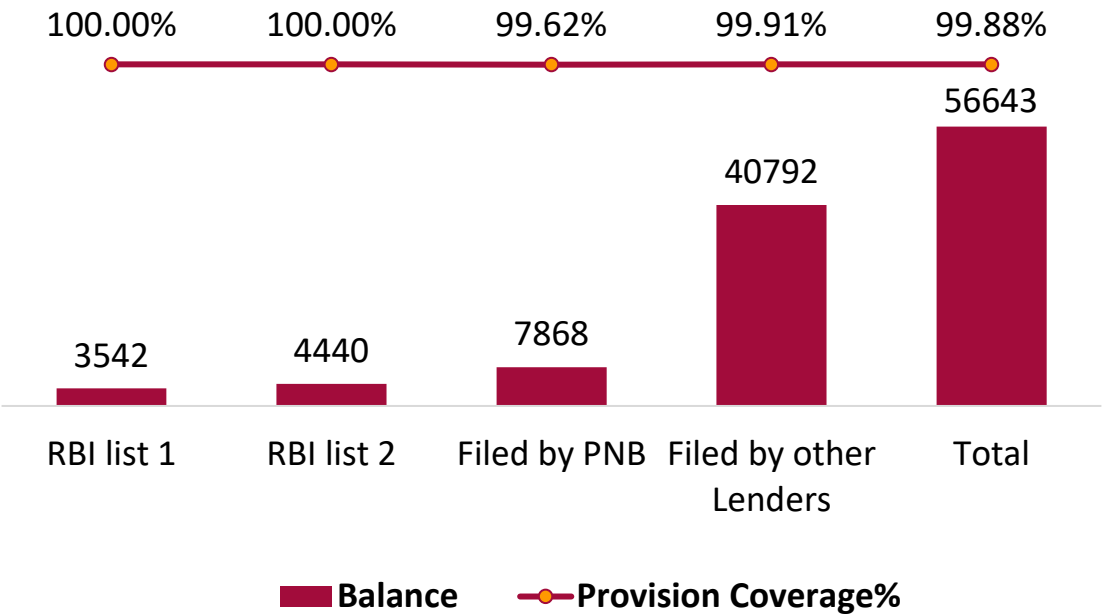
4. Improving Asset Quality

NCLT (admitted) accounts



(All Amounts are in INR Cr)

S.No	Parameters	Accounts	Balance	Provision	PCR%
1	RBI list 1	3	3,542	3,542	100.00%
2	RBI list 2	10	4,440	4,440	100.00%
3	Filed by PNB	115	7,868	7,838	99.62%
4	Filed by Other Lenders	404	40,792	40,754	99.91%
Total		532	56,643	56,575	99.88%



Note: Data as of June'2024

NARCL

(All Amounts are in INR Cr)

S.No	Position of accounts with PNB	No of Accounts	Balance Outstanding
1	Accounts already resolved	14	3,778
2	Bids received from NARCL and in process	2	476
3	Under process with NARCL - Due Diligence	7	1,073
Total		23	5,327

5. Rating & Capital Adequacy



PNB's Domestic and International Rating improvement

Domestic Ratings

	CRISIL	INDIA	CARE	ICRA
Tier 1	AA+ (Stable)	AA+ (Stable)	AA+ (Stable)	AA+ (Stable)
Tier 2	AAA (Stable)	AAA (Stable)	AAA (Stable)	AAA (Stable)

International Ratings upgraded

Moody's Rating Upgraded		Upgradation date
	Rating upgraded	
Long-Term Issuer Default Rating	From ba1 to baa3	20.01.23
Short term counterparty risk Rating	From NP to P3	
Baseline Credit Assessment	From ba3 to ba2	07.06.24
Fitch Rating		Upgradation date
	Rating	
Long-Term Issuer Default Rating	BBB-	Affirmed
Short term issuer default	F3	
Viability Rating	From b to b+	31.08.23

Outlook: Stable

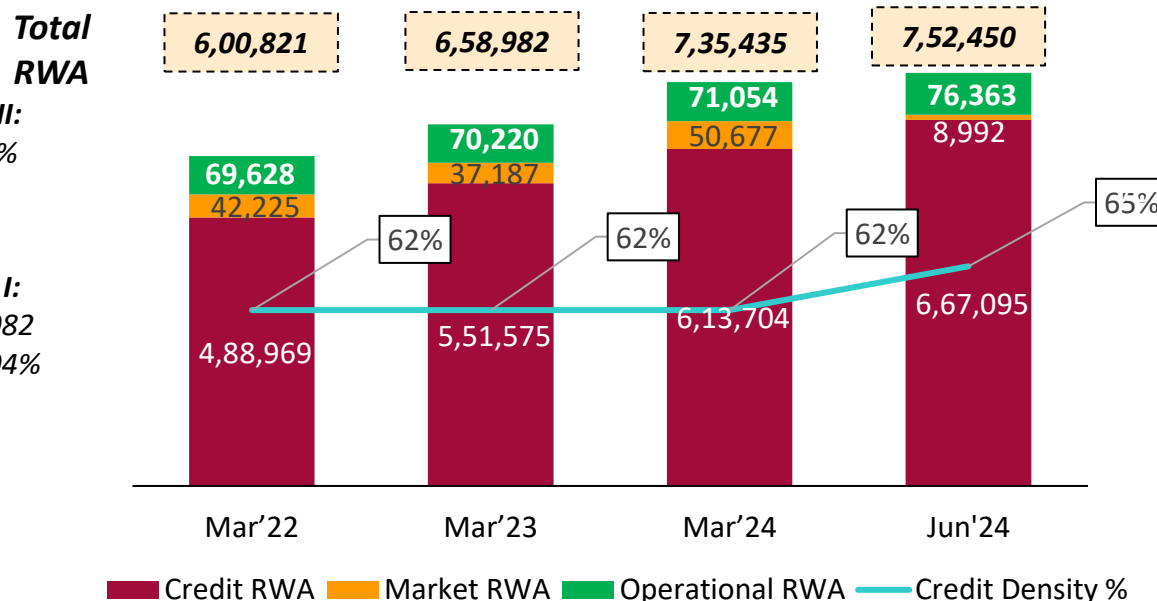
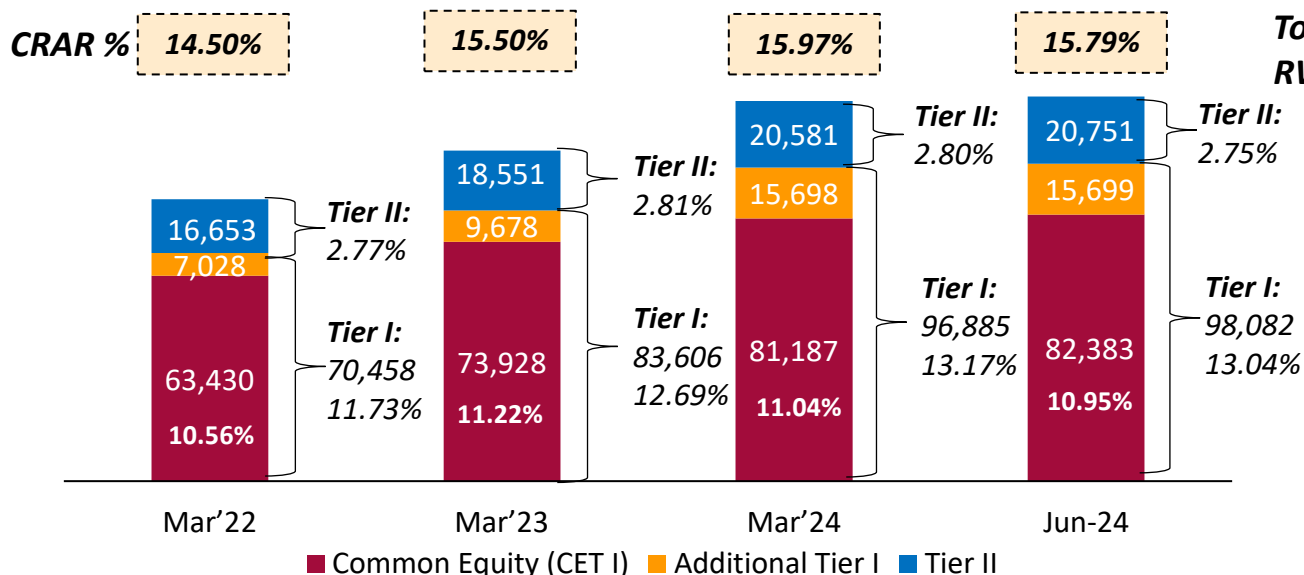
5. Rating & Capital Adequacy

(All Amounts are in INR Cr)



CRAR improved by 129 bps during FY22- Q1FY25

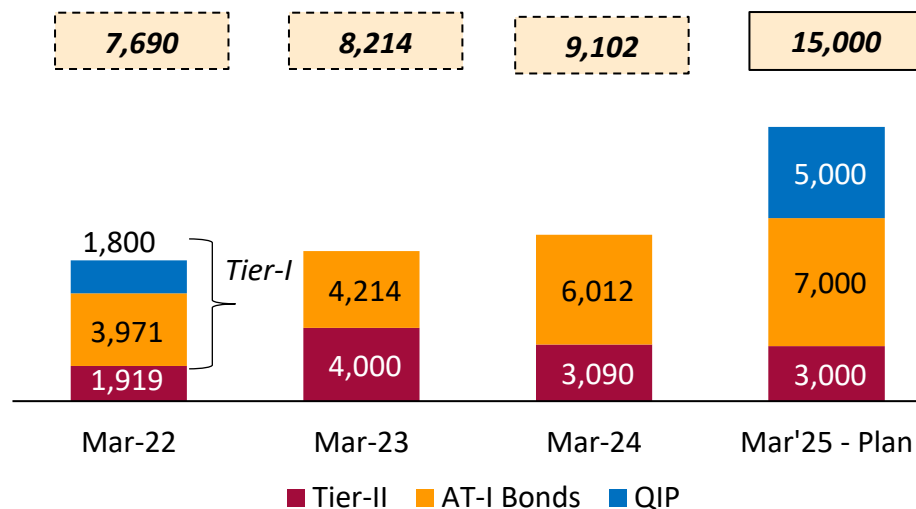
Risk Weighted Assets (INR Cr)



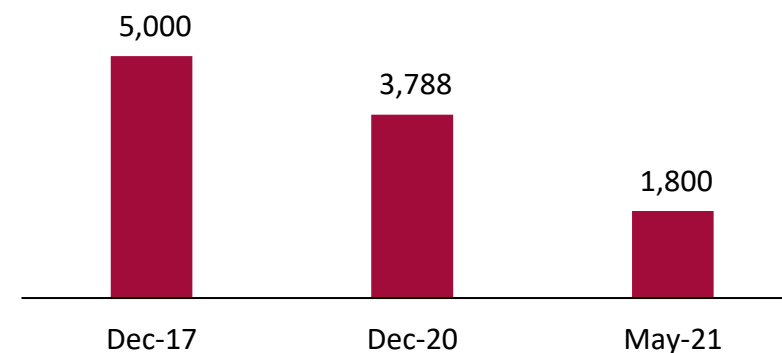
(All figures are in INR Cr)

PNB raised total INR 25,006 cr (Tier-I + Tier-II) capital during FY22, FY23 and FY24

Total Capital Raised (INR Cr)



QIP Issued in the Past (INR Cr)



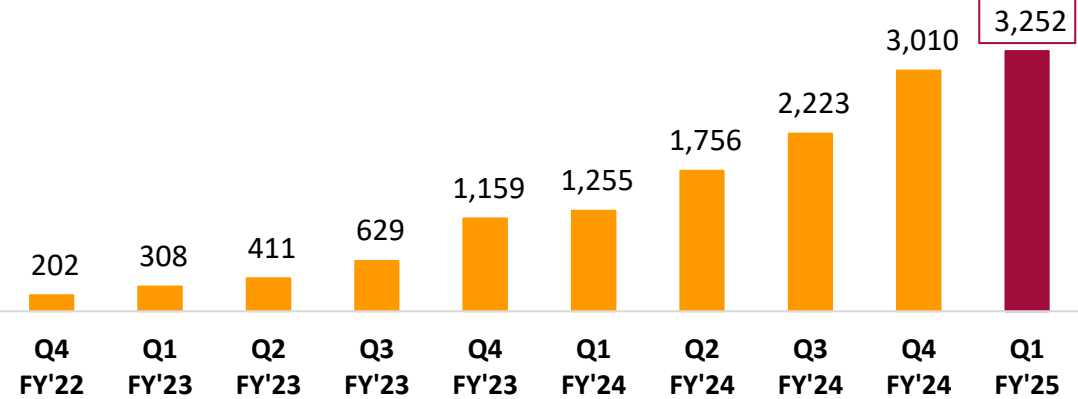
6. Robust Financial Performance

Increasing Profitability

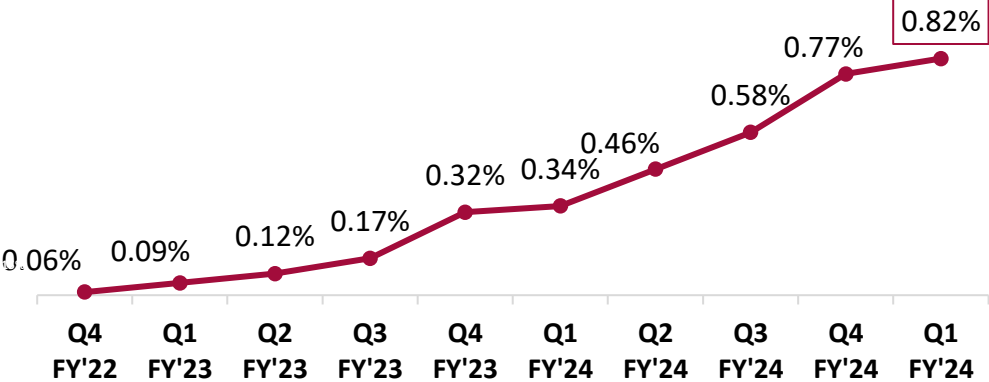


Amt ₹ in Crore

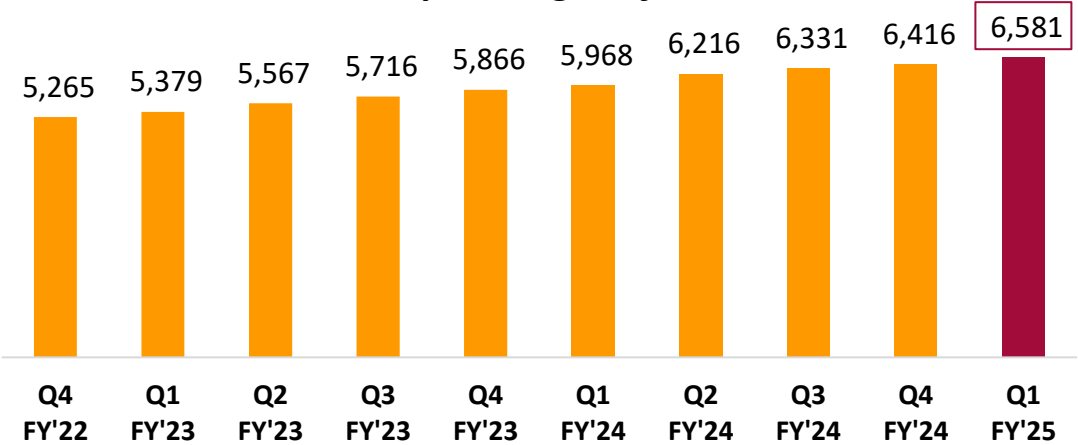
Net Profit



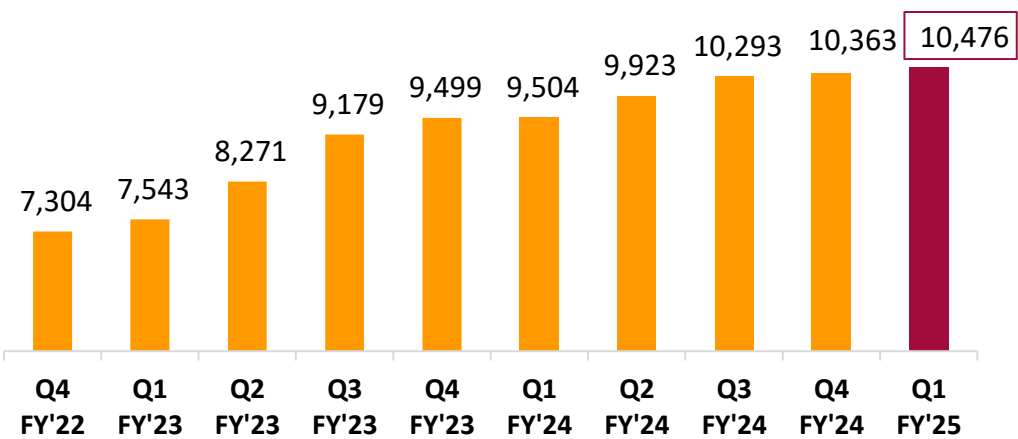
Return on Assets (%) (Annualized)
Marching towards 1%



Operating Profit

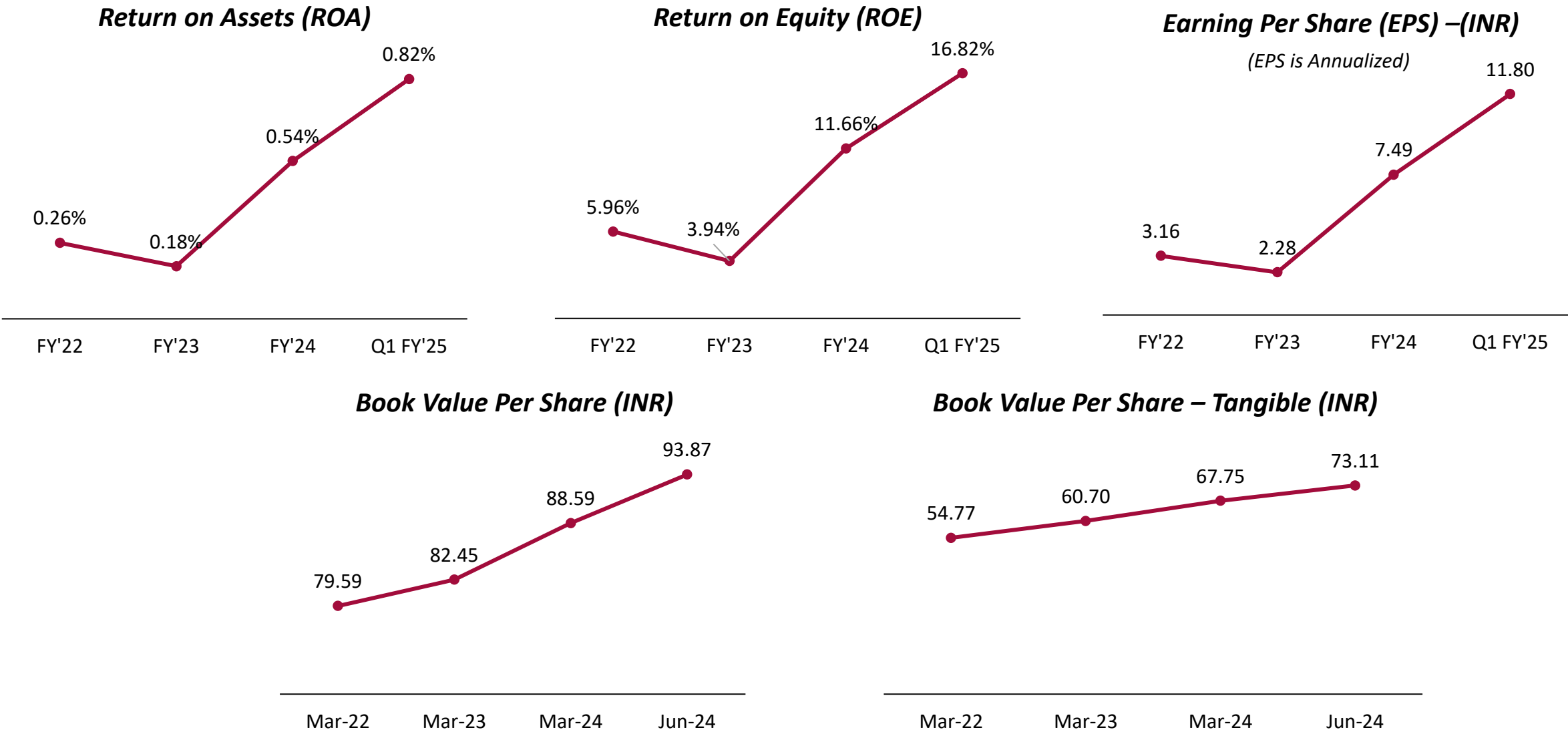


Net Interest Income



6. Robust Financial Performance

Key Performance Metrics (1/2)

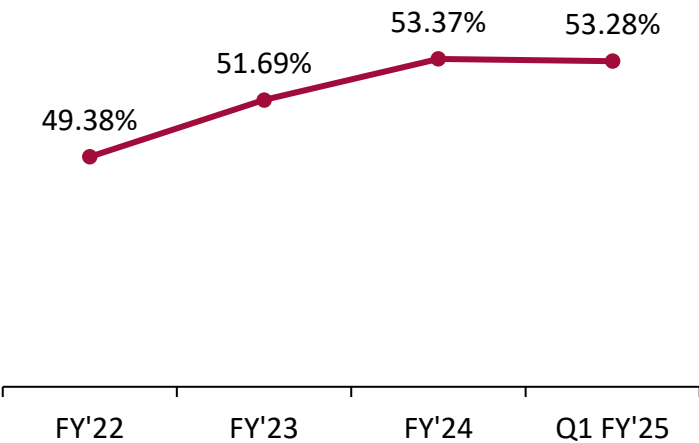


6. Robust Financial Performance

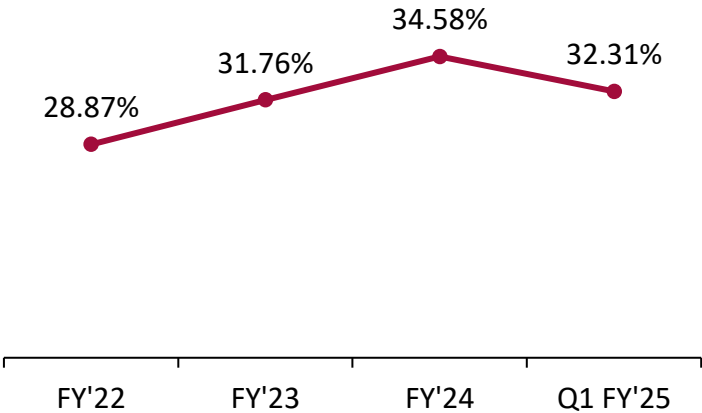
Key Performance Metrics (2/2)



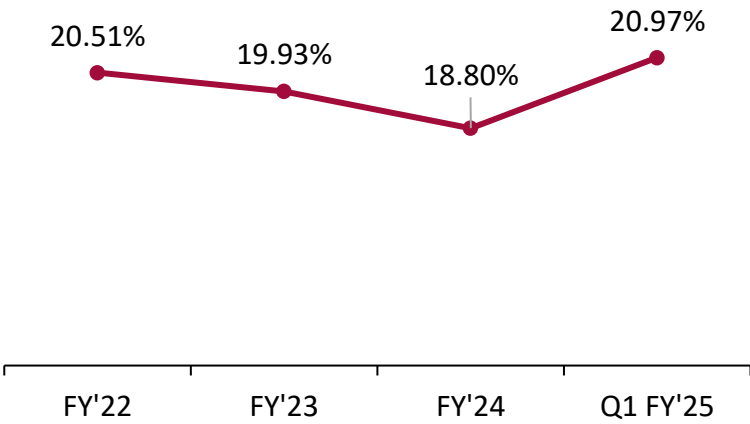
Cost to Income Ratio (%)



Staff Cost to Income Ratio [%]

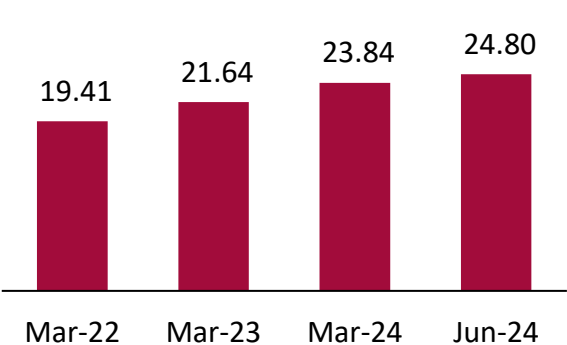


Other Cost to Income Ratio [%]

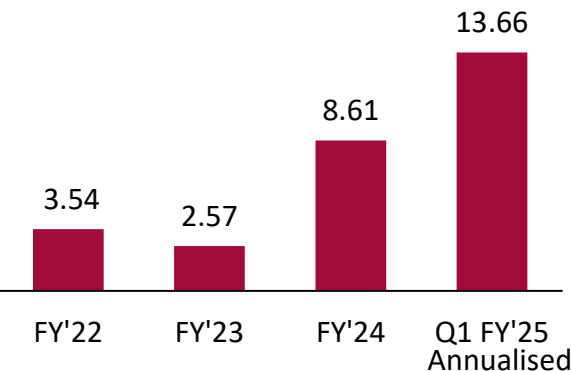


Employee Efficiency Metrics

Business Per Employee (INR Cr)

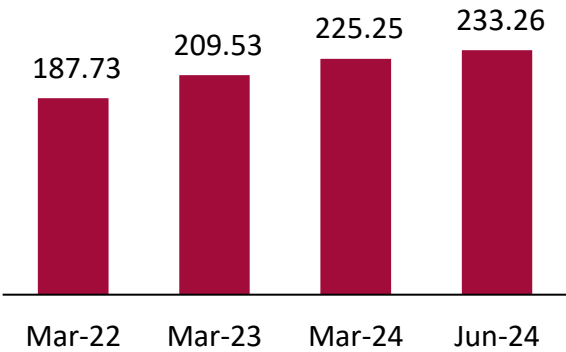


Net Profit Per Employee (INR Lakhs)

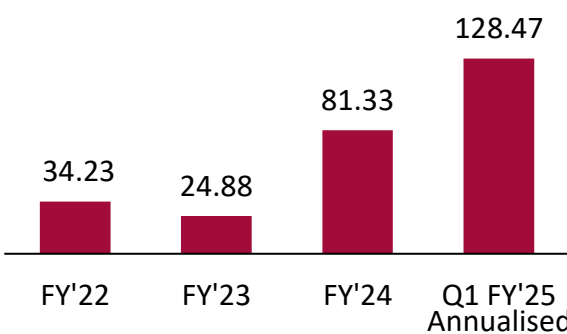


Operational Efficiency Metrics (Per Branch)

Business Per Branch (INR Cr)



Net Profit Per Branch (INR Lakhs)

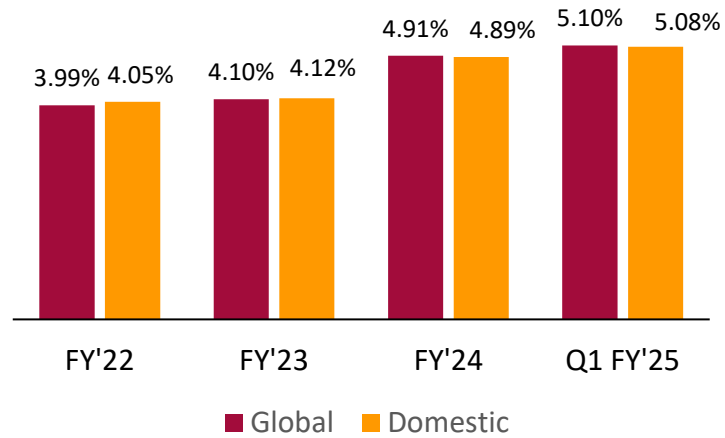


6. Robust Financial Performance

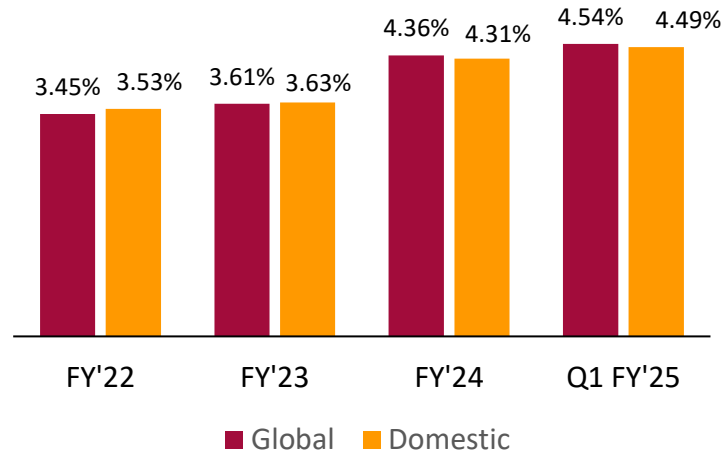
Efficiency Ratios



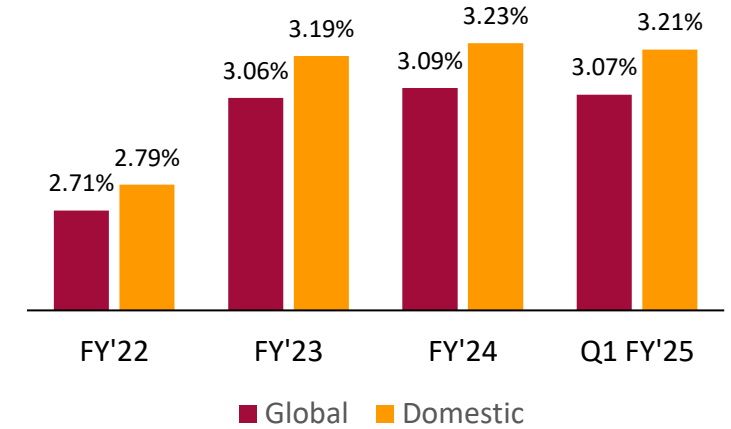
Cost of Deposits



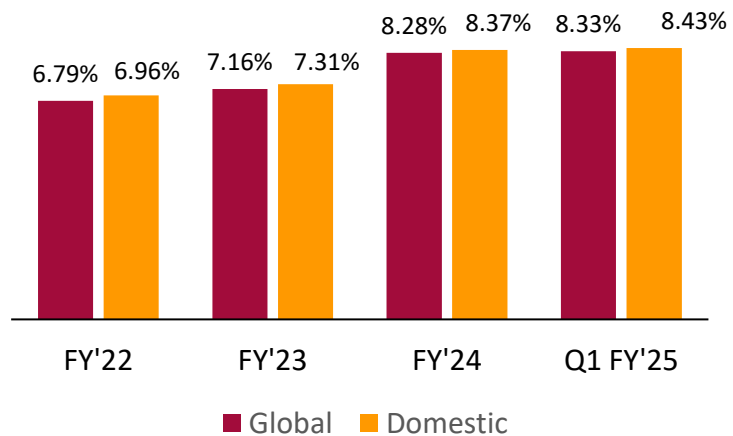
Cost of Funds



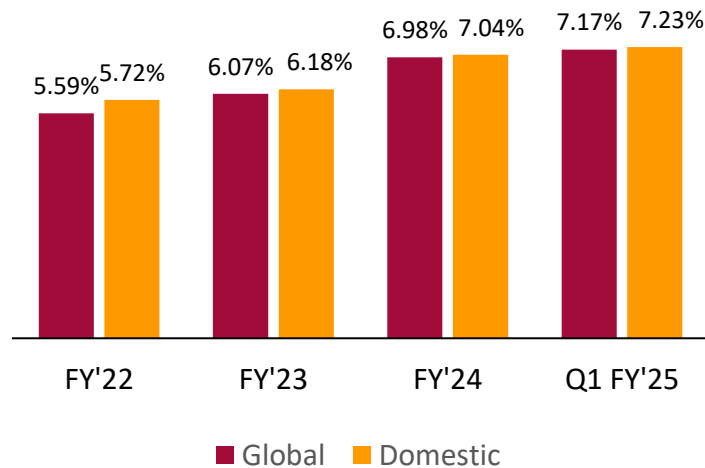
Net Interest Margin (NIM)



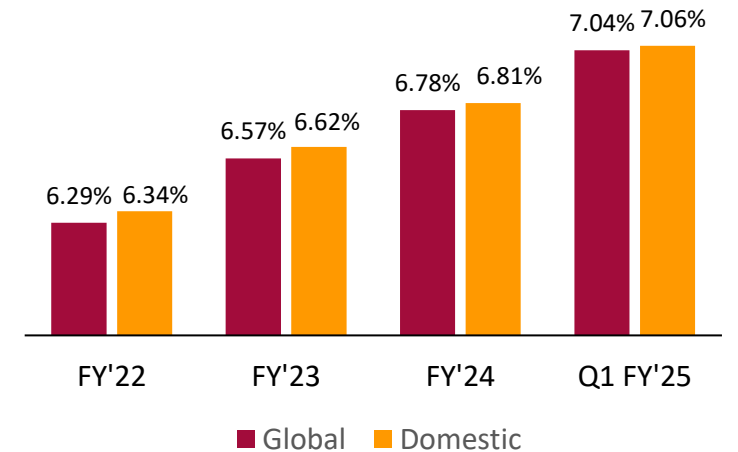
Yield on Advances



Yield on Funds



Yield on Investment



6. Robust Financial Performance

Fee based Income

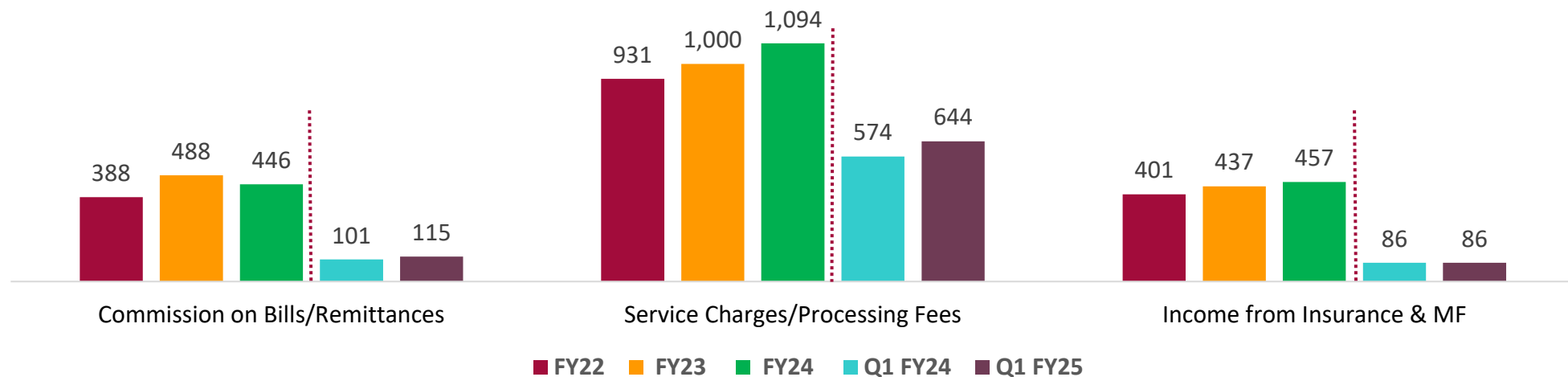


Steady growth in the Commission & Services Charges and Processing Fees over the years

(All Amounts are in INR Cr)

(INR Cr)	FY'22	FY23	FY24	2 YR CAGR Gr %	Q1FY24	Q1FY25	YoY Gr%
Fee based Income	5,179	5,612	6,084	8.4%	1,785	2,077	16.3%
Processing Fees	931	1,000	1,094	8.4%	574	644	12.3%
Non Fund Based Income (LC/LG)	538	517	685	12.8%	139	175	26.2%
Incidental Charges	644	777	698	4.1%	196	164	-16.1%
Bills & Remittance	388	488	446	7.2%	101	115	14.4%
Rent on Safe Dep. Vault (Lockers Rent)	223	272	264	8.9%	102	97	-4.6%
Income from Insurance & Mutual Fund	401	437	457	6.8%	86	86	-
Govt. Business	185	154	212	6.8%	35	34	-1.8%
Misc Income	1,869	1,966	2,228	9.2%	553	759	37.4%

Growing Fee Based Income



6. Robust Financial Performance

Investment portfolio (Treasury)



(All Amounts are in INR Cr)

S.No	Parameters	Mar'22	Mar'23	Mar'24	Jun'24
1	Gross Domestic Investment	3,75,006	3,99,830	4,23,305	4,22,822
	SLR	2,67,071	2,96,708	3,16,061	3,16,414
	<i>SLR as % to Dom. Investment</i>	<i>71.22%</i>	<i>74.21%</i>	<i>74.67%</i>	<i>74.83%</i>
	Non SLR	1,07,936	1,03,122	1,07,244	1,06,408
I	Held To Maturity (HTM)	3,02,856	3,17,709	3,28,221	3,11,174
	<i>HTM To Gross Domestic Investment (%)</i>	<i>80.76%</i>	<i>79.46%</i>	<i>77.54%</i>	<i>73.59%</i>
II	Available For Sale (AFS)	72,179	81,991	93,301	89,415
III	Held For trading (HFT)	-29	130	1,783	5,600
	Fair value through profit and loss (Non HFT)				11,090
	Subsidiaries, Joint Venture & Associates (SBJVAS)				5,543
2	Modified Duration (AFS+HFT)	3.29	2.53	3.50	3.61
3	Net demand & time Liabilities	10,98,982	11,75,099	12,92,409	13,14,489
4	Investment by Overseas Branches	4,387	5,601	5,696	5,121
5	Total Gross Investment (1+4)	3,79,393	4,05,431	4,29,001	4,27,943

6. Robust Financial Performance

Non SLR Investment



(All Amounts are in INR Cr)

S.No	Parameters	Mar'22		Mar'23		Mar'24		Jun'24	
		O/S	% Share	O/S	% Share	O/S	% Share	O/S	% Share
1	PSU Bonds	17,528	16.24%	20,201	19.59%	19,212	17.91%	18,968	17.83%
2	Corporate and Other Bonds & Debentures	16,893	15.65%	13,393	12.99%	16,691	15.56%	14,398	13.53%
3	Special Govt. Sec excl. Recap Bonds	1,114	1.03%	915	0.89%	739	0.69%	741	0.70%
4	CG Recap. Bond	55,274	51.21%	55,274	53.60%	55,274	51.54%	55,274	51.95%
5	Share of PSU/Corporate/Others	6,827	6.33%	5,679	5.51%	5,179	4.83%	9,041	8.50%
6	Venture Capital Fund	365	0.34%	407	0.39%	306	0.29%	144	0.14%
7	Regional Rural Bank	814	0.75%	1,387	1.35%	1,583	1.48%	1,583	1.49%
8	Security Receipts	1,612	1.49%	1,380	1.34%	789	0.74%	0	0.00%
9	Subsidiaries JV	3,252	3.01%	3,389	3.29%	3,960	3.69%	3,962	3.72%
10	Other	4,257	3.94%	1,097	1.06%	3,511	3.27%	2,297	2.16%
Total Non SLR Investment		1,07,936	100.00%	1,03,122	100.00%	1,07,244	100.00%	1,06,408	100.00%

7. Strong Management Team with vast experience

Key Management (Whole Time Directors)



Shri Atul Kumar Goel
(Managing Director & CEO)

- ❖ Assumed the charge as MD & CEO of Punjab National Bank w.e.f. 1st February 2022. Prior to this, he was holding the position of MD & CEO of UCO Bank.
- ❖ He has around three decades of Professional Banking Experience in four Banks viz. Allahabad Bank (now Indian Bank), Union Bank of India as Executive Director, UCO Bank and Punjab National Bank as MD & CEO.
- ❖ He also served as Chairman of IBA during 14.10.2021 to 21.03.2024.
- ❖ Experience as member of Governing Council & Chairman of Executive Committee of Indian Institute of Banking & Finance (IIBF)
- ❖ As a qualified Chartered Accountant, he has vast experience, exposure & expertise in all major areas of banking including as Chief Financial Officer, experience in Large Corporate, Treasury Management, Risk Management, Financial Planning, Investor Relations, Business Process Transformation etc.



Shri Kalyan Kumar
(Executive Director)

- ❖ Assumed charge as Executive Director of the Bank on 21st October 2021
- ❖ Post-Graduate in science from Rajendra Prasad Agriculture University, Pusa and Leadership Development programme from IIM, Bangalore.
- ❖ Currently Chairman on the Board of 2 PNB subsidiaries (PNB Gilts Ltd. & PNB-CSL), NIBSCOM & SCB Nominee director on the Boards of IIFCL;
- ❖ Nominee member - Board of Governors of Management Development Institute (MDI) Society.
- ❖ Handled key areas in banking esp. Agriculture, MSME, Learning and Knowledge, Human Resources, Business Process Reengineering, Digital and Analytics. Member of Committee constituted by FSIB then BBB for evolving suitable training and development programmes for management personnel in PSBs.



**Shri M.
Paramasivam**
(Executive Director)

- ❖ Assumed Charge as Executive Director of the Bank on 01.12.2022
- ❖ Started his Banking journey with Canara Bank in the year 1990 as Agriculture Officer. He has Banking Experience of more than 34 years serving in various capacities at various location all across the country.
- ❖ Well-recognised for his extraordinary ability to demonstrate leadership qualities at various levels viz., Branch/Region/Circle for more than 15 years.
- ❖ As Executive Director of the bank, handled Business divisions i.e. Retail, Agriculture, MSME & Recovery portfolio of the Bank in the past. Currently overseeing the Control divisions of the Bank – Risk, Audit, Compliance, Cyber & Information Security.
- ❖ Appointed as a Director in M/s PSB Alliance Pvt. Ltd., actively involved in Decision making at the Board level. Previously served as a Nominee Director in M/s NABFINS Limited (Subsidiary of NABARD).



Shri Binod Kumar
(Executive Director)

- ❖ Assumed charge as Executive Director of the Bank on 21st November 2022.
- ❖ Has experience of 30+ years in Banking and is a Graduate in science from Ranchi University and holds Post Graduate Diploma in Banking & Finance from NIBM, Financial Risk Manager (FRM) from GARP (USA) and a Certified Associate Member of Indian Institute of Bankers (CAIIB).
- ❖ He has Diploma in Treasury Investment & Risk Management, Banking & Finance by IIBF and Leadership Skill development Programme from IIM Bangalore and IIM Ahmedabad
- ❖ In his career, he functioned in almost all areas of banking especially Corporate Credit, Integrated Risk Management Division, Administrative offices, and as Zonal Head, Circle Head and Branch Head. Also headed the Dubai International Fin. Centre as Chief Executive Officer at Dubai.



**Shri Bibhu Prasad
Mahapatra**
(Executive Director)

- ❖ Assumed charge as the Executive Director on the Board of Punjab National Bank on October 09, 2023.
- ❖ Started banking journey in Punjab National Bank as Management Trainee and has served the Bank for the last 34 years in various capacities across the country. A banking veteran, with the knowledge across multiple domains of Branch Banking, Credit and MSME, Business Process, Forex and Trade Finance, Compliance, among others.
- ❖ Previously, headed the Mumbai Zone of Punjab National Bank as Chief General Manager.
- ❖ Holds a post graduation degree in Political Science from Utkal University, a Certified Associate Member of Indian Institute of Bankers (CAIIB). Also holds a diploma in Leadership Development Programme for Senior Management of PSB from IIM Bangalore

7. Strong Management Team with vast experience

Board of Directors



Shri K G Ananthakrishnan
(Non-Executive Chairman)
Appointed w.e.f. 07.11.2022



Shri Pankaj Sharma
(Govt. of India Nominee Director)
Appointed w.e.f. 11.04.2022



Smt. Uma Sankar
(RBI Nominee Director)
Appointed w.e.f. 14.07.2023



Shri Pankaj Joshi
(Part Time Non-Official Director)
Appointed w.e.f. 21.12.2021



Shri Sanjeev Kumar Singhal
(Part Time Non-Official Director)
Appointed w.e.f. 21.12.2021



Dr. Rekha Jain
(Shareholder Director)
Elected w.e.f. 12.09.2021



Shri Jatinder Singh Bajaj
(Shareholder Director)
Elected w.e.f. 06.10.2023

8. Leveraging Digital Infrastructure to accelerate growth

Diversified Digital reach across all segments



Retail



- 1 Pre Approved Personal Loan
- 2 Top-Up Pre Approved Personal Loan
- 3 Pre Qualified Credit Card
- 4 Online Credit Card against FD
- 5 Insta EMI Credit Card
- 6 Insta EMI Debit Card
- 7 Virtual Credit Card
- 8 e-OD against FD
- 9 Digital Home Loan
- 10 PNB Swagat (PL - New to Bank Cust)
- 11 Digi Education Loan
- 12 Digital Vehicle Loan

MSME



- 1 STP e-Mudra
- 2 MSME Easy Renewal
- 3 Pre Approved Business Loan
- 4 STP GST Sahay
- 5 e-GST Express Loan
- 6 e-PM SVANidhi

Agri



- 1 Krishi Tatkaal Rin
- 2 Digital renewal of KCC
- 3 Digi Gold Loan

Liabilities

- 1 Insta Saving Account
- 2 SB Acct Opening through Tab for ETB
- 3 Current A/c opening through Video-KYC
- 4 Current A/c Opening Through Tab
- 5 Multi currency World Travel Card

Others

- 1 WhatsApp Banking
- 2 Revamped PNB One
- 3 Cash Management Services - Corporate
- 4 CMS – VAM (Virtual Account Mgmt)
- 5 CBDC – Central Bank Digital Currency
- 6 e-SWAR- Soundbox for Bharat QR
- 7 Integrated Payment & Collection Services
- 8 CMS Auto Debit Mandate
- 9 Digital Document Execution



8. Leveraging Digital Infrastructure to accelerate growth

Thrust on Digital Infrastructure (1/2)



Embracing digitalization, PNB emerged as a frontrunner in the domain of digital banking services



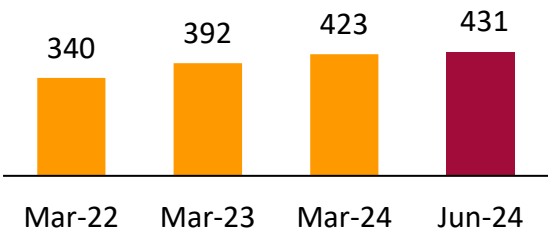
During FY'24
5.59 Cr Financial Txn &
10.31 Cr Non-Financial txn
through PNB One

Mobile Banking (PNB One) and
Internet Banking services have been
enriched with 240+ features, catering
to diverse customer needs and
preferences.

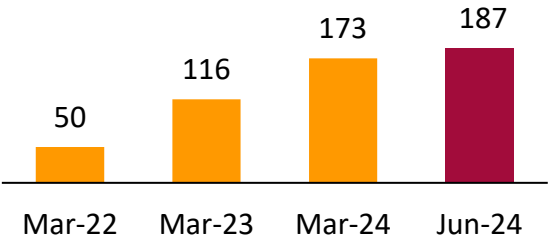
Key Value-Added Services on **PNB One**:

- ❖ IPO through ASBA
- ❖ Cardless Cash withdrawal
- ❖ Recurring Deposits/Fixed Deposits
- ❖ Virtual debit card
- ❖ Sovereign Gold Bonds

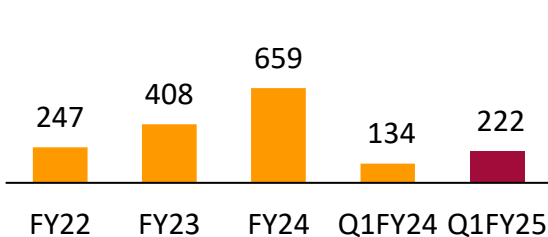
No. of Internet Banking
Users (Nos in lakhs)



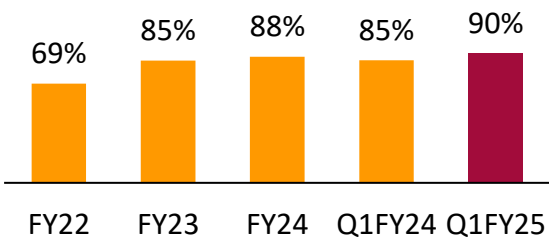
No of PNB One Activated
Users (Nos in Lakhs)



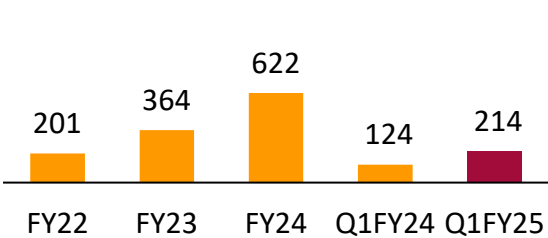
No. of Digital
Transactions (Nos in Cr)



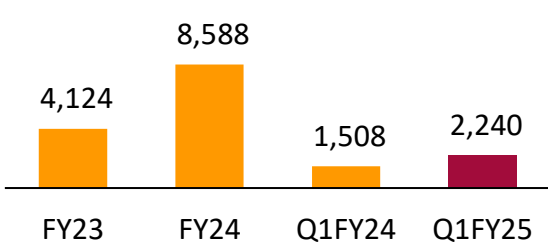
Share of digital
transactions



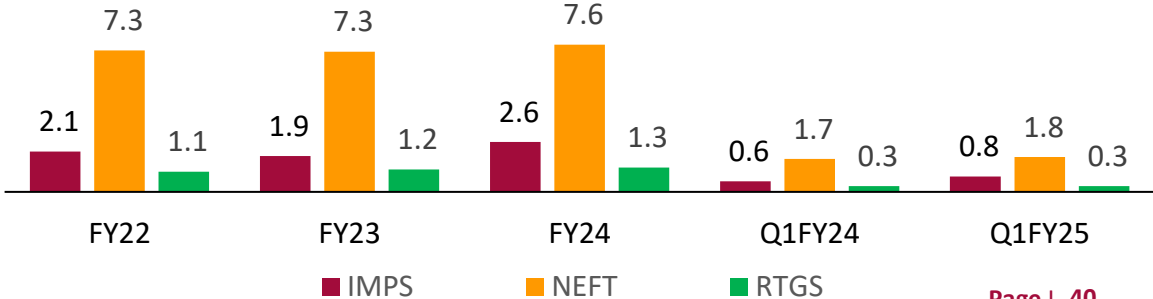
No of UPI Transactions
(Nos in Cr)



Digital Lending year wise
(INR Cr)



IMPS, NEFT & RTGS
No. of Transactions (in Cr)



Note: Data points related to the bank's reach are as of 31st March 2024

8. Leveraging Digital Infrastructure to accelerate growth

Thrust on Digital Infrastructure (2/2)



Undertaking several initiatives in digital space

Offering 60+ services through WhatsApp Banking



Launched 9 industry-first digital initiatives



- ❖ Express OTS
- ❖ Digital journey for NTB Credit Card,
- ❖ Credit Card on UPI
- ❖ Co-Lending portal
- ❖ Aadhar-based PNB One, among others



Collaborating with 50 Fintech companies
PNB has brought cutting-edge technology and innovative products to its customers, expanding its customer outreach and fostering a culture of innovation

Value Added Services
Launched 49 Value Added services /Portals since Jul'22

Awards in Digital Space

Infosys Finacle Innovation Awards 2024 in following categories:



- Ecosystem-led Innovation – Platinum Winner
Krishi Tatkal Rinn
- Channel Innovation – Gold Winner
Digital Execution of Locker Agreement
- Maximizing Customer Engagement – Gold Winner
Aadhar based Mobile Onboarding



Best Fintech collaboration at **19th Annual Banking technology Conference Expo**



Infosys Finacle Innovation Awards 2023 for Maximizing Customer Engagement – Platinum winner-PNB One - Super App & Channel Innovation – Gold winner-eOTS







Best Digital Channel/Platform Implementation & Best Transaction Banking Implementation in **IBSi Global Fintech Innovation Awards**

8. Leveraging Digital Infrastructure to accelerate growth

Upcoming Digital Journeys

 Retail	 Agri	 MSME	 Deposits	 Third Party Products
<ul style="list-style-type: none">❖ E-Loan Against Securities❖ Home Loan Top - Up	<ul style="list-style-type: none">❖ Self Help Group Financing❖ E-Negotiable Warehouse Receipt	<ul style="list-style-type: none">❖ E-MUDRA for New to Bank customers❖ GST Express for New to Bank Customers❖ Working capital Renewal upto INR 1 Crore	<ul style="list-style-type: none">❖ Savings Account on Mobile❖ Digital Term Deposit for New Customers	<ul style="list-style-type: none">❖ Public Provident Fund❖ Online Insurance

 Digital Business Platform	 CRM	 Next Gen Call Center	 Corporate Mobile App
<ul style="list-style-type: none">❖ Single Platform for all Digital Journeys for customers❖ Integrated with Back office Functions for administrative and support purposes	<ul style="list-style-type: none">❖ Portal which will utilize detailed information about individual customers❖ Carefully managing all customer touch points aims to maximize customer satisfaction❖ Focus on Customer Loyalty	<ul style="list-style-type: none">❖ Use of Artificial Intelligence❖ Customer Segmentation❖ Payment in Loan A/cs through IVR❖ Introduction of new services through IVR❖ Simplified 2 Factor Authentication for customers with multiple A/cs	<ul style="list-style-type: none">❖ Dedicated Mobile application for corporate customers.❖ Enhanced security❖ Easy to use interface

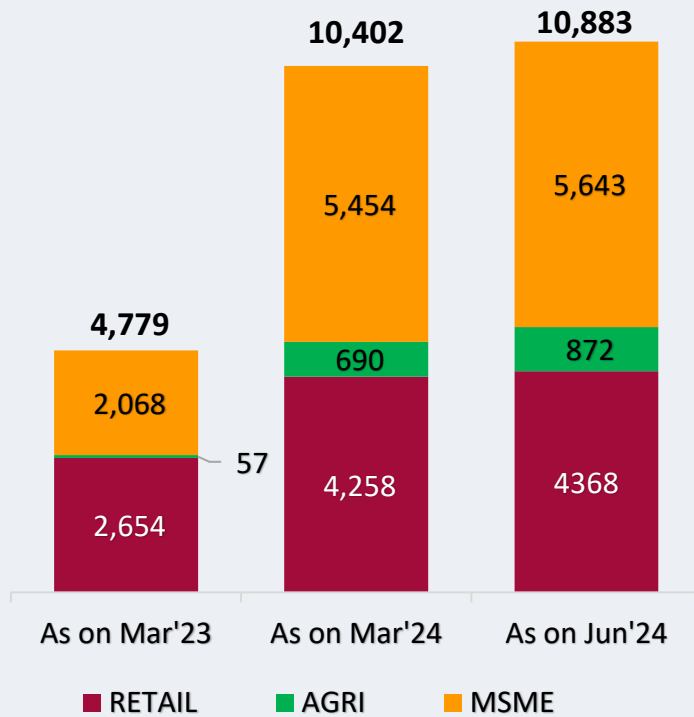
8. Leveraging Digital Infrastructure to accelerate growth

Analytics Driven Decision Making



Business Augmentation

(Amt ₹ in Crore)



20+ Propensity Models for different bank products



Leveraging Unstructured Data



Capital Conservation Through Credit RWA Optimisation



Txn based nudges for boosting retail product



Analytics Based Digital Collection Management System



ML Based Cash Retention Limit for ATM/BNA



ML Based Risk Mitigation



Recommendation Engine for Next Best Offer

9. Wide Presence across India



Total Touch Points : **54,860**



Branches
(Domestic)
10,150

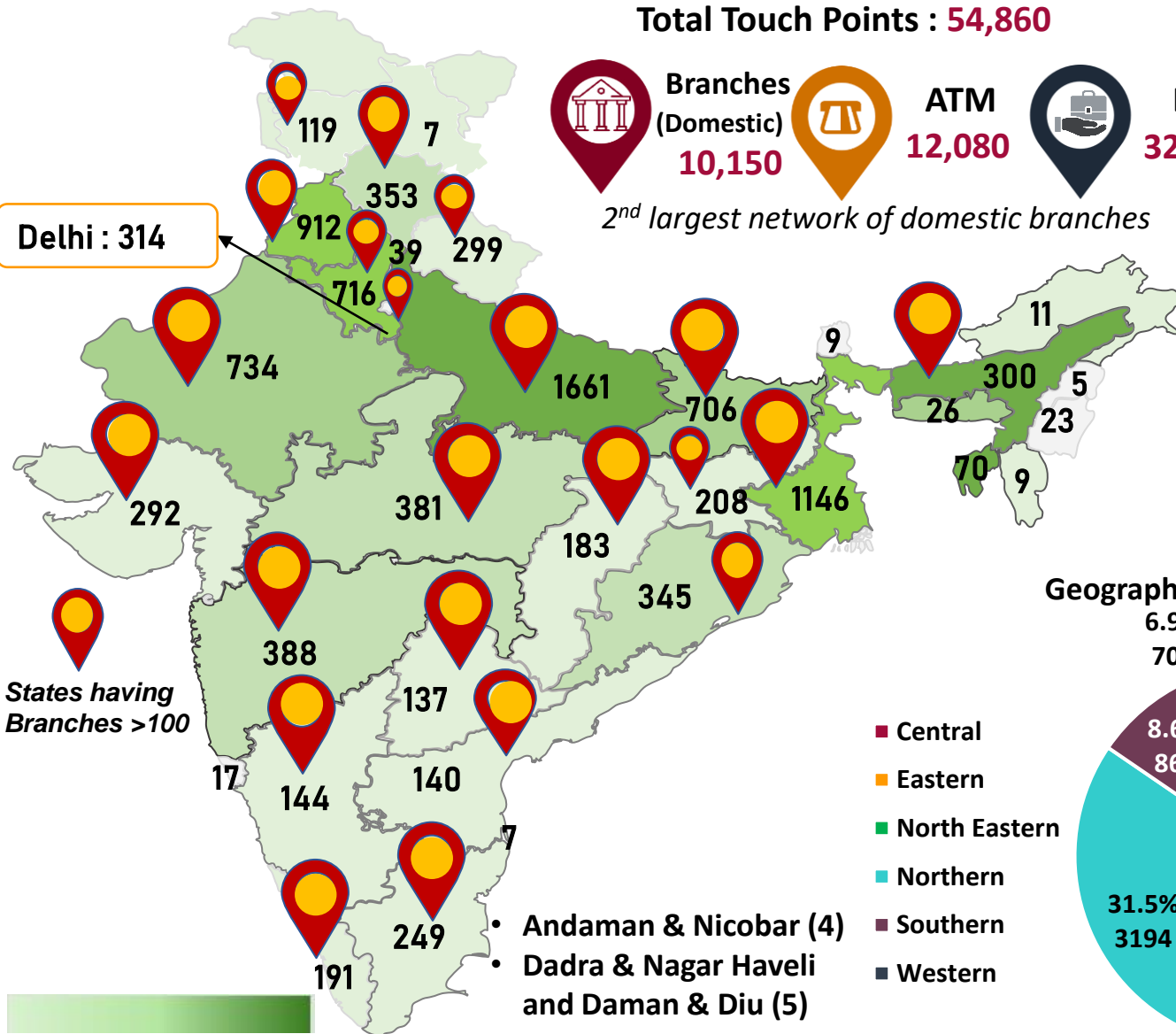


ATM
12,080



BCs
32,630

2nd largest network of domestic branches



International Presence

Branches at:- Dubai and Gift City, Gandhinagar

Subsidiaries:- London(UK) and Bhutan

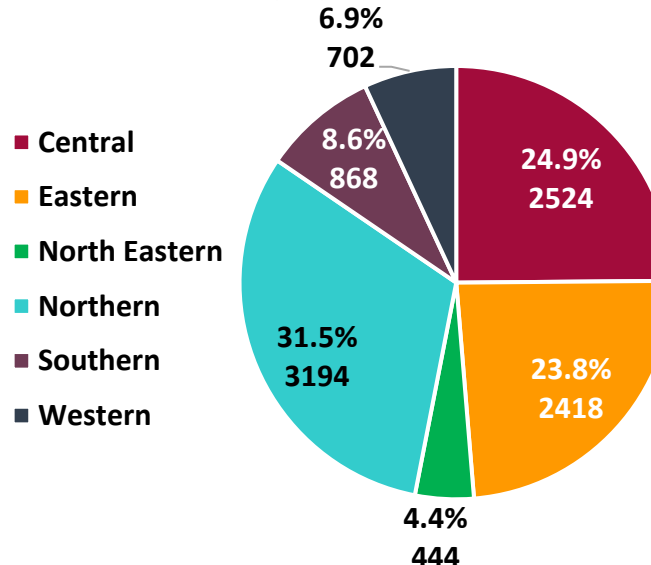
Joint Venture:- Nepal

Representative Offices:- Myanmar and Bangladesh

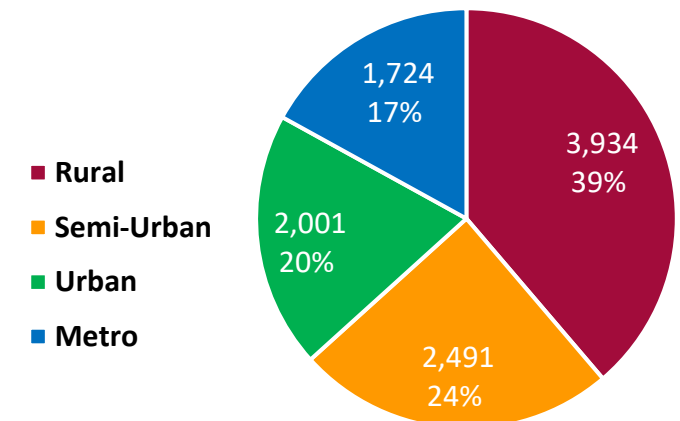
Specialised Loan Centres

- PNB Loan Points (PLP)- **146**
- Mid Corporate Centers (MCC) - **112**
- Large Corporate Branches (LCB) - **15 (including 2 eLCBs)**
- Corporate Banking Branches (CBB)-**15**

Geography wise Branches



Population Group Wise Branches



Note: Data points related to the bank's reach are as of 30th June 2024

10. Emphasis on improving Environment, Social and Governance practices



Environmental

- PNB Palaash 2.0 – Go Green Initiative of PNB.
- Renewable Energy financed ₹5500cr (Sanctions during FY24),
- Water conservation measures like Rain-water harvesting, sensor based taps etc.
- Solar Energy plant- for Bank's owned buildings & ATM ,
625 KWp under execution.
1487 KWp planned for installation.
- Bank's HO is GRIHA 5-star rated green Building. Around 400 Smart Occupancy Sensors & Sewage treatment plant of 125 Kilo Liters per day (KLD) installed at HO.
- All New building Projects are Planned as Green Buildings.
- Financing Framework for Green, Social and Sustainability linked activities/ projects.
- Emissions under Scope 1, Scope 2, Scope 3 computed for FY 2022-23 and FY 2023-24.



Social

- "Gender Diversity Policy" – 24% women in total workforce
- 12 FTCs imparted training to 89,889 persons during FY'2024 through 3034 programme
- 175 FLCs conducted seminars & camps and trainings
- 78+ RSETIs imparting training to rural population. Of which, 81% of BPL families and 78% are women.
- Loans sanctioned to women beneficiaries under Standup India.
- Glimpses from CSR Policy Initiatives:
 - ✓ CSR help to one Delhi Government school on 130th Foundation Day.
 - ✓ School Infrastructure support to Government senior secondary school, Gurugram.
 - ✓ Support to Maolkekei foundation to help internally displaced people of Manipur.



Governance

Some important policies of Bank:

- Whistle Blower Policy
- Customer Rights Policy
- Equal Opportunity Policy
- Technology driven Customer Grievance Redressal System for Timely & Faster resolution.
- Compliance Monitoring Tool
- PNB SAMADHAAN for Grievance redressal of employees.
- New Enterprises Fraud Risk Management (EFRM)
- Sustainability and Resilience Committee (SARC) to facilitate governance of all sustainability related activities
- CCoE (Cyber Security Centre of Excellence) oversees a suite of over 30 security technology products
- Upholds highest industry standards and achieved certifications such as ISO/IEC 27001:2013 for Information Security Management.

3

Key Growth Strategies

Key Growth Strategies (1/2)



Credit Growth

- ❖ Targets to increase RAM Share in overall advance portfolio.
- ❖ Specialised credit delivery structure equipped with devoted Credit professionals
- ❖ Targeted areas for credit growth e.g. Sunrise Sectors, Infrastructure Sector and other Key industries
- ❖ Strategic Co-lending partnership models.
- ❖ Leveraging on-ground channels through 57 CAC
- ❖ Cluster-Based Financing
- ❖ Leveraging subsidiaries like PNBCSL & PNBISL

Deposit and Customer Base

- ❖ Specialized offerings i.e. Wealth Management and Customized Banking Services
- ❖ Process automation and system enablers to improve TAT
- ❖ Imbibing and improving customer service culture
- ❖ Leveraging Non-Traditional digital Channels
- ❖ Merchant Acquisition Solutions
- ❖ Salary Account mobilization
- ❖ Leveraging revamped CMS offering for Current Deposit
- ❖ Fintech partnerships: Embedded Banking for deepening reach of financial products.
- ❖ Dedicated Marketing teams for deposit mobilization.
- ❖ Customer segmentation and launch of privilege programmes

Risk Management and Compliance

- ❖ Enhanced Risk Reporting for timely mitigation
- ❖ Building Holistic Risk Culture
- ❖ Improvement in Compliance culture at all levels.
- ❖ Leverage Technology for Digitization, Automation, and predictive capabilities for Risk Management.
- ❖ Implementation of Conduct Risk Management Framework, climate risk framework, operation risk resilience framework
- ❖ Ramp-up Network Security through Next Generation Firewall, upgradation of intrusion prevention system

Asset Quality and NPA Management

- ❖ Dedicated setup for monitoring asset quality and boosting recovery and collection
- ❖ *PNB Aarambh* application for real time follow up of potential NPA accounts.
- ❖ Automation of Recovery actions through SAMARTH Portal.
- ❖ Reduction in NPA through special OTS and E OTS Schemes.
- ❖ Tech-driven credit underwriting, delivery, and monitoring structure to improve risk evaluation and loan quality.
- ❖ Strengthening and utilizing call center as a collection channel.

Key Growth Strategies (2/2)



Digitalisation and Technology

- ❖ Analytics Center of Excellence to leverage data for decision-making, operational efficiencies
- ❖ 100+ digital products and processes and 9 industry first offerings.
- ❖ Leverage digital channels for lead sourcing.
- ❖ Implementation of CRM solution for holistic customer understanding and effective customer service.
- ❖ Digital Business Platform for a single, unified customer interface.
- ❖ 24X7 Command Center to provide uninterrupted customer service.
- ❖ Shift from Rule based models to AI and Machine Learning models to strengthen risk mitigation via generating early warning signal for
 - Fraud detection and prevention
 - Collection Propensity
- ❖ Use of data analytics Data-Driven Analytics for Client Identification and providing personalized, seamless interactions
- ❖ PNB 360, Customer 360 dashboard

HR Transformation Project

- ❖ Successful ongoing implementation of HR Transformation Project **"UDAAN"**
- ❖ Focus on Digital PMS, Capacity Building and HR Enablers with 12+ new tools and systems.
- ❖ High degree of performance objectivity & measurability with more than 7500 KRAs defined.
- ❖ Employee learning analytics.
- ❖ Dedicated centres of excellence for learning & innovation.
- ❖ Postings Tool for scientific placements of officers increasing transparency and performance culture.
- ❖ Bank aspires to be #1 HR brand in BFSI space over the next 2 years

ESG Initiatives

- ❖ Project *PNB Palaash 2.0* - Go Green Initiative of PNB for Environment Sustainability.
- ❖ Accelerating Green Finance for Electric cars, Solar Power Systems, E-Rickshaws and Biogas units
- ❖ Increase in Sustainable Financing and Infra led credit growth.
- ❖ Formation of Sustainability and Resilience Committee (SARC)
- ❖ Launching new products like green bonds, diversifying portfolio to manage climate risks, and partnering with relevant organizations.
- ❖ Bank has potential to leverage its vast networks/touchpoint to promote financial inclusion thus generating positive impact on society

Project –Udaan: Key highlights in the past year and plan for the next year



Successful Year 1 of Project Udaan

Digital PMS



Role Clarity Tool



Target Setting Tool & Target Collation Tool



PMS Profiler



Performance Dashboards



Appraisal Tool



Actual Collation tool

Capability Building



Management Trainee Induction Tool



Job Family



Succession Planning & Talent Management



Promotion & Placement Tool



Competency & Leadership Development Tool

HR Enablers



360 Degree Feedback



Diagnostic Survey



Change Management



Manpower Assessment Tool



Recruitment Tool

UDAAN Project in Year 2 – Upcoming Initiatives

Implementation of Reward & Recognition tool

Creation of next-generation talent pool

Re-imagination of the practices and process

Design of cross functional team

Conducting Manpower Audit

Introduction of HR Benefit Programmes

4

Financial Highlights

Balance Sheet



(All Amounts are in INR Cr)

S.No	Parameters	31 st Mar'22	31 st Mar'23	31 st Mar'24	30 th Jun'23	30 th Jun'24
CAPITAL & LIABILITIES						
1	Capital	2,202	2,202	2,202	2,202	2,202
2	Reserves and Surplus	93,285	97,653	1,04,274	98,908	1,09,658
3	Deposits	11,46,219	12,81,163	13,69,713	12,97,905	14,08,247
4	Borrowings	45,681	51,292	50,430	54,203	51,223
5	Other Liabilities and Provisions	27,418	29,521	35,216	29,811	31,984
Total Liabilities		13,14,805	14,61,831	15,61,835	14,83,029	16,03,314
ASSETS						
1	Cash and Balances with RBI	85,736	78,177	65,033	79,820	71,356
2	Balances with Banks	46,911	76,932	64,072	48,123	48,718
3	Investments	3,72,168	3,95,996	4,20,318	4,05,281	4,22,175
4	Net Advances	7,28,186	8,30,834	9,34,430	8,63,732	9,83,998
5	Fixed Assets	10,673	12,051	12,319	12,076	12,317
6	Other Assets	71,131	67,841	65,663	73,997	64,750
Total Assets		13,14,805	14,61,831	15,61,835	14,83,029	16,03,314

Income



(All Amounts are in INR Cr)

S.No	Parameters	FY22	FY23	YoY Growth %	FY24	YoY Growth %	Q1FY24	Q1FY25	YoY Growth %
1	Interest Income (2+3+4)	74,880	85,144	13.7%	1,06,902	25.6%	25145	28,557	13.6%
2	Interest on Advances	48,498	57,319	18.2%	75,939	32.5%	17,756	20,452	15.2%
3	Interest on Investments	23,487	25,143	7.1%	27,645	10.0%	6,575	7,232	10.0%
4	Other Interest Income	2,894	2,682	-7.3%	3,318	23.7%	814	873	7.3%
5	Other Income (6+7+8+9)	12,320	12,143	-1.4%	13,384	10.2%	3,434	3,610	5.13%
6	Fee Based Income	5,179	5,612	8.4%	6,084	8.4%	1,785	2,077	16.4%
6.1	Commission & Service Charges	3,309	3,658	10.5%	3,848	5.2%	986	1,172	18.9%
6.2	Processing Fees	931	1,000	7.4%	1,094	9.4%	574	644	12.2%
6.3	Non fund based Income	538	517	-3.9%	685	32.5%	139	175	25.9%
6.4	Income from Insurance & MF	401	437	9.0%	457	4.6%	86	86	-
7	Recovery in Written off Accounts	3,441	6,508	89.1%	6,101	-6.3%	1,022	870	-14.9%
8	Treasury income (8.1+8.2+8.3)	3,630	-334	+ve to -ve	1,157	-ve to +ve	618	648	4.9%
8.1	Profit on Sales on Investments	3,169	1,047	-67.0%	1,354	29.3%	308	326	5.8%
8.2	Profit on Exchange Transaction	695	804	15.7%	466	-42.0%	203	66	-67.5%
8.3	Profit/(Loss) on Revaluation of Investment	-234	-2,184	833.3%	-663	-69.6%	107	257	140.2%
9	Others	70	356	408.6%	43	-88.0%	9	15	66.7%
10	Total Income (1+5)	87,200	97,287	11.6%	1,20,285	23.6%	28,579	32,167	12.6%

Expenses



(All Amounts are in INR Cr)

S.No	Parameters	FY22	FY23	YoY Growth%	FY24	YoY Growth%	Q1FY24	Q1FY25	YoY Growth%
1	Total Interest Paid (2+3+4)	46,185	50,652	9.7%	66,819	31.9%	15,642	18,080	15.6%
2	Interest Paid on Deposits	43,238	46,846	8.3%	62,311	33.0%	14,577	16,896	15.9%
3	Interest Paid on Borrowings	516	1,149	122.7%	1,290	12.3%	334	352	5.4%
4	Others	2,431	2,657	9.3%	3,218	21.1%	731	832	13.8%
5	Operating Expenses (6+7)	20,253	24,105	19.0%	28,536	18.4%	6,970	7,505	7.7%
6	Establishment Expenses (6a+6b)	11,841	14,810	25.1%	18,486	24.8%	4,487	4,551	1.4%
6a	Employee Benefit (AS-15)	866	2,880	232.6%	4,549	58.0%	1240	742	-40.2%
6b	Establishment Expenses (excl.AS-15)	10975	11,930	8.7%	13,937	16.8%	3,247	3,809	17.3%
7	Other Operating Expenses	8,412	9,295	10.5%	10,049	8.1%	2,483	2,954	19.0%
8	Total Expenses (1+5)	66,438	74,757	12.5%	95,355	27.6%	22,612	25,585	13.2%

Profit and Provisions



(All Amounts are in INR Cr)

S.No	Parameters	FY22	FY23	YoY Growth %	FY24	YoY Growth %	Q1FY24	Q1FY25	YoY Growth %
1	Net Interest Income	28,694	34,491	20.2%	40,083	16.2%	9,504	10,476	10.2%
2	Other Income	12,320	12,143	-1.4%	13,384	10.2%	3,434	3,610	5.1%
3	Operating Income (1+2)	41,014	46,634	13.7%	53,467	14.7%	12,938	14,086	8.9%
4	Operating Expenses	20,253	24,105	19.0%	28,536	18.4%	6,970	7,505	7.7%
5	Operating Profit	20,761	22,529	8.5%	24,931	10.7%	5,968	6,581	10.3%
6	Provisions other than Tax	16,445	18,240	10.9%	11,737	-35.7%	3,965	1,312	-66.9%
	NPAs	14,159	15,903	12.3%	12,345	-22.4%	4,374	792	-81.9%
	Standard Advances incl. Standard Restructured	1,645	1,304	-20.7%	87	-93.3%	-89	184	-ve to +ve
	Depreciation on Investment	348	173	-50.3%	-1,407	+ve to -ve	-322	392	-ve to +ve
	Others	294	860	192.5%	712	-17.2%	1	-56	+ve to -ve
7	Profit Before Tax	4,316	4,288	-0.6%	13,194	207.7%	2,003	5,269	163.1%
8	Provision for Income Tax	859	1,781	107.3%	4,950	177.9%	747	2,017	170.0%
9	Net Profit	3,457	2,507	-27.5%	8,245	228.8%	1,255	3,252	159.1%

Performance of Subsidiaries, Associates, JVs and RRBs

(All Amounts are in INR Cr)

Name of the entity	Results (3/6/9/12 M)	Total Income	Total Expenses	Gross Profit	Net Profit
PNB Housing Finance Ltd	June'24 (3M)	1,932	1,367	565	421
PNB Investment Services Ltd.	June'24 (3M)	2.57	1.39	1.18	0.89
PNB Cards & Services Limited	June'24 (3M)	7.21	6.33	0.88	0.64
PNB Gilts Ltd.	June'24 (3M)	440	369	71	53
PNB MetLife India Insurance Co. Ltd	June'24 (3M)	3,619	3,568	50	47
Canara HSBC Life Insurance Co. Ltd	June'24 (3M)	1,713	1,691	22	19
PNB (International) Ltd. (London) (FY : 1 st April to 31 st March)	Mar'23 (12M)	431	274	157	68
India SME Asset Reconstruction Co. Ltd	Mar'24 (12M)	18.08	7.43	10.65	9.37
Druk PNB Bank Ltd. (Bhutan) (FY : 1 st January to 31 st December)	Dec'23 (12M)	218	145	73	54
Everest Bank Ltd. (Nepal) (FY : 16 th July to 15 th July)	July'23 (12M)	1,502	1,201	301	210



Performance of RRBs

(All Amounts are in INR Cr)

Consolidated Position	Q1 FY'24 June'23	Q1 FY'25 June'24	YOY
Business	2,01,360	2,20,871	9.7%
Loans and advances	72,780	81,101	11.4%
Deposits	1,28,580	1,39,770	8.7%
Capital Adequacy Ratio	12.32%	12.69%	37 bps
Total Income	3,505	3,931	12.2%
Operating profit	1,003	1,234	23.0%
Net profit	311	619	99.3%

Balance Sheet (Consolidated)



(All Amounts are in INR Cr)

S.No	Parameters	31 st Mar'22	31 st Mar'23	31 st Mar'24	30 th Jun 2023	30 th Jun 2024
CAPITAL & LIABILITIES						
1	Capital	2,202	2,202	2,202	2,202	2,202
2	Reserves and Surplus	95,380	1,00,678	1,08,184	1,02,018	1,14,292
	Minority Interest	473	459	561	474	576
3	Deposits	11,54,234	12,90,347	13,79,225	13,06,119	14,17,327
4	Borrowings	59,372	70,149	72,586	76,027	72,770
5	Other Liabilities and Provisions	27,640	29,813	35,878	30,137	32,417
Total Liabilities		13,39,301	14,93,649	15,98,636	15,16,978	16,39,584
ASSETS						
1	Cash and Balances with RBI	86,128	78,214	65,325	79,837	71,929
2	Balances with Banks	48,066	79,115	66,075	49,132	49,680
3	Investments	3,88,586	4,16,914	4,46,421	4,30,055	4,47,750
4	Net Advances	7,33,766	8,37,459	9,41,762	8,70,644	9,91,412
5	Fixed Assets	10,696	12,084	12,348	12,110	12,346
6	Other Assets	72,059	69,864	66,704	75,199	66,467
Total Assets		13,39,301	14,93,649	15,98,636	15,16,978	16,39,584

Profit and Loss Account (Consolidated)



(All Amounts are in INR Cr)

S.No	Parameters	FY22	FY23	YoY Growth %	FY24	YoY Growth %	Q1FY24	Q1FY25	YoY Growth %
1	Net Interest Income	29,419	35,028	19.1%	40,531	15.7%	9,608	10,608	10.4%
2	Other Income	12,098	12,240	1.2%	13,329	8.9%	3,361	3,616	7.6%
3	Operating Income (1+2)	41,517	47,268	13.9%	53,860	14.0%	12,969	14,224	9.7%
4	Operating Expenses	20,491	24,336	18.8%	28,809	18.4%	7,035	7,570	7.6%
5	Operating Profit (3-4)	21,026	22,932	9.1%	25,051	9.2%	5,934	6,654	12.1%
6	Provisions and Contingencies	16,431	18,071	10.0%	11,719	-35.2%	3,955	903	-77.2%
	NPAs	14136	15828	12.0%	12,322	-22.2%	4,363	781	-82.1%
	Standard Advances incl. Standard Restructured	1648	1312	-20.4%	92	-93.0%	-87	185	-ve to +ve
	Depreciation on Investment (NPI)	336	173	-48.5%	-1,407	+ve to -ve	-322	392	-ve to +ve
	Others	311	758	143.7%	713	-5.9%	2	-455	+ve to -ve
7	a. Profit Before Tax (5-6)	4,595	4862	5.8%	13,332	174.2%	1,979	5,751	190.6%
	b. Provision for Income Tax	919	1792	95.0%	5,003	179.2%	768	2,035	165.0%
	c. Share of Earnings in Associates	232	289	24.6%	828	186.5%	152	275	80.9%
8	Consolidated Profit/(Loss) for the year before Minorities' Interest (a-b+c)	3,908	3,359	-14.0%	9,157	172.6%	1,363	3,991	192.8%
9	Provision for Minority Interest	47	10	-78.7%	50	400.0%	21	16	-23.8%
10	Consolidated Profit/(Loss) for the year after Minorities' Interest	3,861	3,349	-13.3%	9,107	171.9%	1,342	3,975	196.2%

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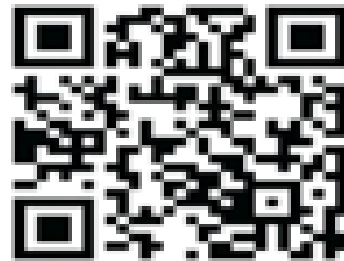
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